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THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

PUBLISHED EVERY SATURDAY

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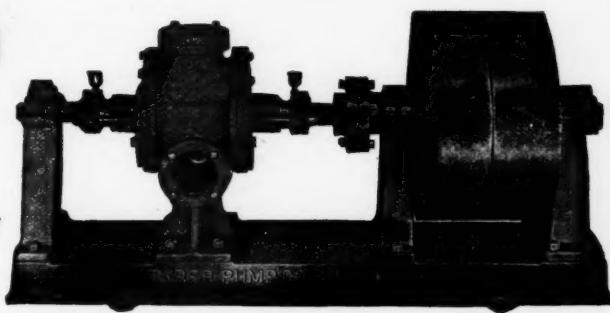
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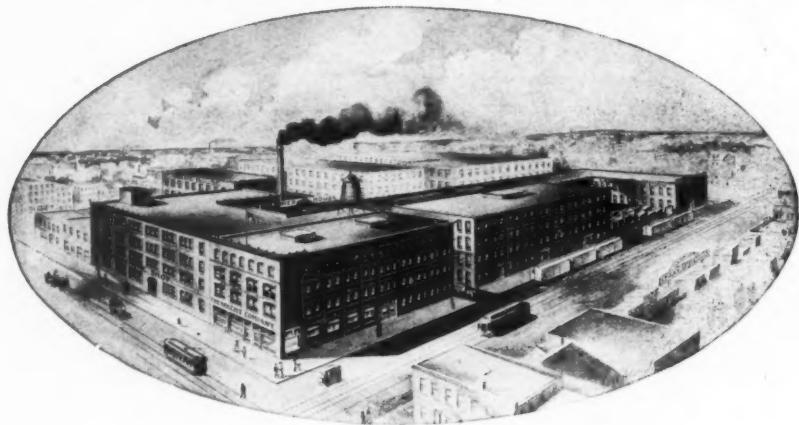
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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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Vol. 57

New York and Chicago, December 22, 1917

No. 25

STABILIZING THE HOG MARKET.

The Federal Food Administration took the began its long-contemplated investigation of hog market that it has found necessary since the 15½ cent minimum price was fixed for live hogs at Chicago. Meat Administrator Cotton issued a notice to farmers asking them to hold back their hogs to prevent a glutted market and a fall in price below the 15½ cent minimum.

He says the packers are doing their best to help him hold up the price, but that transportation difficulties have resulted in the accumulation of larger supplies than the packers can handle, and there is danger of a price slump unless shipments are restricted.

The statement as issued by J. P. Cotton, head of the Meat Division of the Food Administration, was as follows:

"Hold back your hogs. On November 3 I stated that the prices of hogs, so far as this division could affect them, would not fall below about \$15.50 per hundredweight for the average of the packers' drives on the Chicago market until further notice. That statement I make again.

"The packers inform me that they are doing their best to aid us in that policy. But largely owing to transportation difficulties in the East, there is now a glut of hogs on the Chicago market, and more hogs than the packers can kill and handle.

"The farmers and commission men in this territory must help by holding back hogs temporarily, especially from that market. If there is co-operation the minimum will be maintained. Do not sacrifice your hogs by dumping them on an overcrowded market."

MORE CATTLE AND LESS HOGS.

The November report of the Bureau of Markets of the U. S. Department of Agriculture shows receipts of cattle at some 60 stock yards for the eleven months of 1917 approximately 4,400,000 head greater than for the same period of 1916, while during the same time there was a decrease of about 5,800,000 hogs and 1,700,000 sheep.

The same general relation of species to increases and decreases in receipts was observed for the months of November, 1917 and 1916. All of the stock yards reporting for the eleven months of 1916 and 1917 showed an increase in cattle for the period in 1917, except stock yards at Dallas, New York City, Richmond, St. Louis and San Antonio.

The report on stocker and feeder movements is very interesting because of the large number of hogs going to country points. In 1916, 16 markets sent 144,596 hogs to country points from January 1 to December 1, while during the same period in 1917 there were 537,391 hogs so shipped. Practically 50

per cent. of the total eleven months' stock hog business of 1917 occurred in November, while similarly in 1916 there was less than 15 per cent. Cattle and sheep were also sent to the country in greater numbers during 1917 than in 1916.

"PORKLESS SATURDAY" THE LATEST.

"Porkless Saturday" has been added to "meatless Tuesday" and "wheatless Wednesday" on America's food calendar by Food Administrator Herbert Hoover. "Porkless Saturday" is included in a new "home-card" which is being sent to food pledge signers, with the directions that it be hung in every kitchen. The card says:

"The Food Administration asks everyone to maintain rigidly a minimum of at least:

"One wheatless day each week and one wheatless meal each day, the wheatless day to be Wednesday. By wheatless we mean to eat no wheat products.

"One meatless day each week, which shall be Tuesday, and one meatless meal each day. By meatless we mean to eat no red meat—beef, pork, mutton, veal, lamb; no preserved meat—beef, bacon, ham or lard.

"One porkless day each week in addition to Tuesday, which shall be Saturday. By porkless we mean no fresh or salted pork, bacon, lard or ham."

TO HELP THE RAILROADS.

Congressman Emerson of Ohio has introduced a resolution in the House calling for an appropriation of ten millions to be used in the manufacture of freight cars to be leased to railroads for the handling of foods and fuel.

Under a House bill introduced by Mr. Lenroot of Wisconsin one hundred millions would be used in organizing "the United States Equipment Corporation," with a "practical railroad man" as general manager. The purpose stated is to "acquire locomotives and cars and lease them at a reasonable rental" to railroads which are now "war sufferers." The proposed equipment company is to be under control of the Interstate Commerce Commission and the Secretary of the Treasury. In addition to present taxes, a tax of 70 per cent. on all income of transportation companies above 7 per cent. net is provided.

AMERICAN HEADS ALLIED COUNCIL.

The inter-allied council, which is to take up questions of war purchases and finances, met in London last Saturday, and Oscar T. Crosby, assistant secretary of the United States Treasury, was elected president.

PACKERS' INVESTIGATION BEGINS.

The Federal Trade Commission this week began its long-contemplated investigation of meat packing conditions as related to the livestock markets. This action was made possible by a Congressional appropriation last spring of \$250,000, referred to in the recent annual report of the Federal Trade Commission as follows:

"The work of the Commission is directed chiefly to the investigation of the preparation and marketing of meats, grain foods, and canned vegetables and fish, and also to the operations of produce exchanges, the Department of Agriculture devoting its attention chiefly to the raising of grain, vegetables, and live stock, and also to certain branches of marketing for which its organization affords special facilities. Questions of violation of the anti-trust laws or of unfair methods of competition wherever found are naturally attended to by the Commission. "One of the principal aims of the whole investigation, however, is to ascertain whether the existing methods of production, manufacture and distribution are economical and efficient, and if not, what reforms or improvements could be adopted to make them more so. In this connection the Commission is also working in close co-operation with the Food Administration, which has extensive powers of regulation and can use to advantage, in its current work, the information gathered by the Commission."

The Commission began open hearings at Washington on Thursday, and they were heralded by the sensational press as a new "beef trust probe." With Francis J. Heney of California as special examiner for the Government, nothing secluded or secretive about the hearings is to be expected.

Specific denials of packers' ownership or interest were made at Chicago by officials of the Union Stock Yard Co., who insisted they had nothing to fear from the investigation. Packers declined to make any comment; they are not represented at the hearing.

WANT "MEATLESS DAY" MODIFIED.

The National Food Congress, in session at Omaha, Neb., on Wednesday, adopted resolutions asking the Federal Food Administration to modify its "meatless day" orders so that they would apply to pork only. The claim was made that conservation methods have been so effective that there is now an oversupply of beef and mutton, and that producers will be harmed by further restriction of demand.

The resolution was introduced at the instance of the livestock interests by E. L. Burke, who is a member of the livestock advisory committee of the Food Administration, and was approved by Food Administrator G. W. Wattles of Nebraska.

December 22, 1917

War Emergency Food Survey to Begin

The most comprehensive inventory of food resources in the United States ever made—the War Emergency Food Survey, provided for by Congress—will be started within the next few days, when the first batch of the more than three-quarters of a million schedules or questionnaires to be sent out will be placed in the mails. The Bureau of Markets has been commissioned by the Secretary of Agriculture to carry out the big stock-taking enterprises, with the co-operation of other branches of the Department.

This survey will touch every dealer in food and food materials, every food manufacturer, and every holder of substantial quantities of foods in the country except the family, requiring them to report stocks which they have on hand December 31, 1917. A separate schedule will be sent to a representative number of specially selected homes throughout the country and upon returns from these an estimate will be made for all homes.

The approaching survey follows a preliminary inventory for a limited number of food items made August 31 last, results of which have been nearly all tabulated.

The aim of the major survey to be begun shortly is to give the Government, producers, dealers and consumers exact information of the quantities of the various important food materials on hand. It is only with trustworthy figures of existing food stocks as a basis, as was pointed out when Congress provided for the Survey, that safe plans can be made for conserving and distributing foods already on hand, and for producing the foods needed next season.

Questionnaires to Be Used.

The survey will be made by means of schedules or questionnaires containing questions and blanks for answers in regard to 86 items, covering more than a hundred different foods. These items are divided into ten general groups: Grains and seeds, grain food products, meat and meat products, fish, animal and vegetable fats, dairy and related products, canned goods, fresh fruits and vegetables, dried fruits, nuts and peanuts; and sugar, starches, etc. Answers are to show the quantities of each item on hand and an estimate of quantities, if any, in transit outward by freight or express, on December 31, 1917, and the quantities that were on hand December 31, 1916. The returns also will show the nature, organization and size of the business of each dealer. They must be signed by the owner or an authorized official.

Schedules will be sent to all dealers in food materials, all manufacturers of food products, and all holders of such commodities, in lots substantially greater than family supplies. Reports, therefore, will be expected from wholesale and retail grocers, bakers, confectioners and all other dealers in commodities containing food materials; from warehousemen and cold storage concerns; from commissaries of institutions and commercial and industrial establishments; from exporters; from manufacturers employing any food product in their operations; and from representatives of foreign governments who buy supplies in this country. The Government desires reports even from concerns using foodstuffs as ingredients in products not ordinarily considered food; from bottlers

of soda-water and similar beverages, and from chewing gum manufacturers, for example, because of the sugar employed.

Penalties for Failure to Report.

Altogether, more than three-quarters of a million schedules will be distributed. Mailing lists have been prepared to cover the field as fully as possible, but some individuals and concerns who should make report of food materials held by them undoubtedly have been unavoidably missed. The Bureau of Markets therefore is asking each such individual and concern that does not receive a schedule by January 2 to write to the Bureau of Markets, U. S. Department of Agriculture, Washington, D. C., or to any of the many agencies of the Bureau throughout the country, for a copy. The local addresses of these agencies are given with each of the three-quarters of a million schedules which are being distributed, and may conveniently be obtained by inquiry of any business associate who has received one of these schedules.

The Act of Congress providing for the War Emergency Food Survey fixed a fine not exceeding \$1,000 or imprisonment not exceeding one year, or both, as punishment for any individual or concern who wilfully fails to make report when requested, or wilfully reports incorrectly. The Bureau of Markets, however, counts on the full co-operation of the affected trades and industries, and hopes that there will be very few cases in which it will be necessary to enforce compliance through prosecution.

Do you want a good position? Watch page 48.

Save Your Quarters Help Win the War

With each quarter saved buy a Thrift Stamp.

Sixteen Thrift Stamps (worth \$4.00), plus 12 cents, now buys a War Savings Stamp.

The U. S. Government will pay you \$5.00 for each War Savings Stamp in five years.

Twenty War Savings Stamps make one full War Savings Certificate.

The U. S. Government will pay you \$100 for each War Savings Certificate in five years.

You can get back your money invested in War Savings Stamps, with interest, at any time by giving ten days' notice at any post office.

Your savings will help win the war. \$4.12 now brings you \$5.00 in 1923.

Buy your Stamps Now at any Post Office, Bank, Trust Company, Authorized Store or Business House

BRITISH FIX PROVISION PROFITS.

Reports from London give details of the plan announced by the British Food Controller for fixing prices on hams, bacon and lard. Curers, manufacturers, primary and secondary wholesalers and retailers are all affected by the order.

It has been necessary in general to raise first hand prices, having regard on the one hand to the price fixed for pork and on the other hand to the prices paid for bacon in America. Since, however, profits at all subsequent stages will now be controlled, it is probable that in many cases the retail prices will not be higher than those at present in operation.

The maximum prices to be charged on a sale of bacon or ham by the importer or curer range from 125s to 180s per cwt., according to cut, for Canadian, Canadian cured American, or United States descriptions, and 186s to 214s for bacon cured or manufactured in Scotland or Ireland. For dried or smoked Wiltshire cut sides 192s a cwt. is allowed, while the price for dried and matured York or Cumberland style hams is 214s a cwt.

The maximum prices to be charged on a sale of lard by importer, manufacturer or refiner vary from 133s 3d export per cwt. for certain imported pails to 152s for English and Scottish lard in $\frac{1}{2}$ pound or 2 pound packets or in bladders.

Wholesale gross profits are fixed at rates varying from 3s to 7s a cwt., but the small secondary wholesaler is allowed a gross profit up to a maximum of 9s. A retailer is allowed to make a gross profit on bacon or ham of 3d a pound. If he divides a side of bacon into cuts he may spread the profit over the whole side, charging more for the superior and less for the inferior portions, provided that an average of 3d a pound profit is not exceeded. The maximum retail price of lard is to be 2d a pound over the actual cost to the retailer.

Every retailer is required by the order to display in his place of sale a detailed price list of the various cuts and descriptions which he is selling. No charge for credit, delivery, package or wrappings is allowed. Food control committees will be furnished with specimen schedules of prices of the various subsidiary cuts of a side of bacon similar to the schedule issued in the case of meat. The prices and profits now fixed are provisional and subject to revision as the result of further experience of actual costs.

TO REDUCE OLEO TAX.

A bill has been introduced in the House at Washington to relieve food conditions by reducing the 10-cent tax on oleomargarine to a flat rate of one cent per pound, and repealing the present unfair tax regulations. The measure, put in by Congressman Dyer of Missouri, is as follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that upon oleomargarine which shall be manufactured and sold, or removed for consumption or use, there shall be assessed and collected a tax of 1 cent on each pound, to be paid by the manufacturer thereof; and any fractional pound in a package shall be taxed as a pound.

Sec. 2. That all laws and parts of laws in conflict with this Act be, and the same are hereby, repealed.

CONDITIONS WHICH AFFECT THE MEAT TRADE

Problems Confronting Wholesaler and Retailer Day by Day

Gilbert Guslar in *The Breeders' Gazette*.

Even as the individual's appetite is a somewhat fickle and changeable thing, so does the desire of the general public for the fleshpots vary in intensity. Total meat consumption is not constant from month to month, nor is the preference for particular kinds and cuts of meat the same throughout the circle of the year.

While the effects of such variations are probably of the most concern to the purveyors of meat, the butchers, they also affect slightly the returns received by the producer. Increases or decreases in consumptive demand react upon the level of prices of live animals, while the kinds of meats which are most readily sold will determine the kinds of live animals which sell to the best advantage. The first effect of variations in demand is probably of more consequence to the producer than the second, and their combined influence is far less as a rule than the effect of the usual variations in supply.

In most cases these fluctuations in demand at various periods during the year are not without cause. A definite explanation can be found for most of them. To some extent they are predictable and can be anticipated in the scheme of operations.

Effect of Weather on Meat Consumption.

The most influential cause of variation in demand is the weather, which affects the total consumption as well as the classes and cuts of meats which will be wanted. Winter weather means a keener appetite for all kinds of meat, but especially for certain ones, such as mutton, which is known as a cold-weather article of diet.

There is a greater preference then than at any other season for the so-called "rough" meats, or the stewing and boiling pieces. There is a keener relish for stews during cold weather, and it is economy to use such meats when they may be prepared upon a fire which in addition partially heats the house.

Warm weather, on the contrary, reduces the total amount of meat which the average individual cares to consume to the extent of 20 or 25 per cent. Reduced appetites express themselves in fewer purchases and in a demand for the small, easily and quickly prepared cuts, such as steaks and chops from the light, tidy-weight animals. Beef for roasts is also purchased to be prepared in advance and served cold.

An increasingly common characteristic of life in the city is the three to five-room flat, which at best is hard to keep cool in summer. Those who can afford to choose will avoid during the hot weather months those cuts of meat which require much fire in their preparation.

These summer conditions begin about June 15 to July 1, depending upon the arrival of sizzling weather. The advent of cooler temperatures in October causes a turn toward the boiling pieces again.

Hotel and Summer Resort Trade.

During the period of hot weather heavy beef, mutton and pork usually find a somewhat restricted outlet. The preference for the smaller loins and lighter ribs results in a premium for baby beef, light hogs and lambs over their weightier competitors.

There is an exception, however. About July 1 the summer resorts open. To this outlet is added the increased hotel, dining car and steamboat trade due to summer travel and numerous conventions. The hotel and resort trade takes heavier cuts than the home trade cares for, and furnishes the heavyweights most of their rather narrow summer market. The hotels also want the ribs and loins or the "hotel" cuts, so-called because nearly 60 per cent. of them are used for this purpose. Inasmuch as the private family is also partial to these cuts in summer, the centering of public favor upon only a part of the carcass is bound to react upon the price of that part.

Smoked hams also move well in summer. Not only is such meat easily prepared in combination with eggs but it keeps well and is available to those who cannot have fresh meats. It is almost an axiom of the trade that the hotter the weather the faster the smoked meats move.

Notwithstanding the decline in the total consumptive demand in summer wholesalers and retailers in sections where the summer travel and resort trade is important, as in seashore regions, may have no decline in business in summer. Retailers in the sections abandoned by the summer travelers must suffer a still larger reduction in trade. For city shops having largely a home trade in the better sections the falling off during this season will amount to 25 per cent. and it often runs to 50 per cent. In some of the wealthiest residential districts of large cities even greater declines occur.

How Substitutes for Meat Affect the Trade.

A second factor affecting the demand for meat is the supply of substitutes. One of these is the egg, the abundance of which in spring is likely to make the distribution of meat sluggish for a time. Its effect is most serious upon beef and lamb, as ham and bacon seem to accompany eggs in the dietary.

The term "meat" is used here in the restricted sense, hence fish are included among the substitutes. Occasionally in the spring a big run of the finny tribe temporarily reduces the outlet for beef, mutton and pork, just as does the abundance of poultry and game in the fall and early winter. Abundant cheap vegetables and fruits in summer, making many sidedishes possible, help to lessen the demand for meat, at that season.

The industrial situation is a third cause of variation in the demand for meat. Like the supply of substitutes it is coupled to some extent with the weather. When winter stops the pay envelope for those who are engaged in outdoor employment, it is a bearish factor in the meat market until corrected by the opening of spring work. The seasons of busy work cause a brisk movement in the channels for meat distribution to the affected sections or groups of people.

The South, for example, is a big buyer of smoked and salted meats in the cotton-picking months during the fall. Also of a somewhat seasonal nature are the strikes in the building trades and among coal-miners, who usually start the bout for higher wages in April or May. Meat must be classed as a

necessary luxury so that whenever many persons are thrown out of employment meat consumption is affected, particularly if the general level of meat prices is high.

Effect of Industrial Conditions and Holidays.

A period of general prosperity increases the ability of the masses to purchase and thus affects the demand for meat. This influence is of longer duration than the factors discussed here, although it may be of much greater importance in determining the general level of meat prices.

Religious holidays also have an influence on meat demand. The Lenten period partially stops purchases by a considerable fraction of the population during late winter and early spring. Hebrews eat poultry but no "red" meat during their Passover week, a series of holidays which sometimes occurs in late March and sometimes as late as the middle of April. The event reduces the outlet for the better steers, fat cows and heifers which are used to supply the kosher trade. A similar series of holidays at the Hebrew New Year, which occurs somewhere around the first of October on our calendar, is also a price-disturbing factor in the beef market for a time. New York is a large Jewish center and when no kosher cattle are needed for that trade the effect on the Chicago market is usually immediate and noticeable. Easter is the occasion for the consumption of much light lamb, while the Christmas holiday results in a big demand for meat of all kinds, but more particularly beef. Such a great supply of meat, including poultry and game, is often made available at this season that the large demand is oversupplied and prices may be seriously affected.

So diverse and contrary are these influences that their net effect at any given time is somewhat uncertain. The retailer of meat must take them into account in his plans and the wholesaler must shift the burden of cost upon the cuts preferred by the public in order that all parts of the carcass will sell and at such prices that the total return will repay the cost and provide a profit.

Likewise the producer will do well to avoid a dull spot in the market due to temporary shortage in demand. He also may wisely cater to the demand with reference to the weight of animals he offers. He will be the gainer if, without sacrifice in other directions, he can come to market in hot weather with fat steers weighing 1,000 to 1,200 pounds, 180 to 200-pound hogs and 70 to 75-pound fat lambs.

However, while knowledge of fluctuations in demand is essential to a complete understanding of market behavior, it is still more important to know the factors which govern the supply, as the supply is the stronger force in determining the level of prices at various periods of the year.

MEAT SAVING IN RESTAURANTS.

Reports from the large chain of Childs's restaurants throughout the country show that on each meatless Tuesday the saving of meats now amounts to about 7 tons, as follows: Bacon, 500 pounds; corned beef, 848 pounds; boiling hams, 1,192 pounds; sliced hams, 1,211 pounds; lamb stew meat, 758 pounds; liver, 561 pounds; pork shoulder, 1,453 pounds; pork belly, 116 pounds; beef hips, 7,537 pounds.

PRACTICAL POINTS FOR THE TRADE

ACTUAL PACKINGHOUSE TESTS.

(EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practices. Theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some special inquiry is made.)

HOG WEIGHTS AND YIELDS.

A reader in a Southern state who is new at the business writes as follows:

Editor The National Provisioner:

The writer of this letter is seeking a little information, and thought it possible that you might have it at first hand. Can you tell us the average weight of the many cuts into which a hog is divided, taking as a basis a 200 lb. hog and a 300 lb. hog. By having this information it will enable us to actually figure out what we might expect from any hog when we figure the weight of each, and price for same. Also would like to know what is the average loss on 200 lb. hogs and 300 lb. hogs.

Any information you have to give along this line will be thankfully received by a man who is new at the business.

Yields depend upon quality—the better the hog the bigger the yield and the least loss in shrinkage. The appended percentages can be varied according to the way the knife is manipulated.

Of the live weight of the hog the following percentages may be derived: American or short cut hams, 12 per cent.; picnics or Calas, 8 per cent.; butts, 3 per cent.; pork loins, 9 per cent.; clear bellies, 14 per cent.; lard rendered, 24 per cent. Total, 70 per cent.

Another test of 550 hogs, average weight 215 lbs., showed as follows: Leaflard, 2.82 per cent.; prime steam "killing" lard, 3.52 per cent.; prime steam "cutting" lard, 7.11 per cent.; or 13.45 per cent. rendered lard. Short cut hams, 8.54 per cent.; skinned hams and fat, 4.68 per cent.; or 13.22 per cent. hams.

Shoulder cuts, 12.65 per cent. Bellies, 13.32 per cent. Fat backs, 6.88 per cent. Pork loins, 8.88 per cent. Total, 67.90 per cent.

Other credits, of course, are trimmings, bones, hocks, feet, tongues, head meat, livers, hearts, spareribs, casings, grease, tankage, hair, etc.

From live to chilled weight we append the following: 20 hogs, average 200 lbs. live weight, good quality. Dressed weight, 3,200 lbs.; chilled weight, 3,120 lbs. (showing 2½ per cent. cooler shrinkage). Offal credits: Gutfat, casings and bungs, hair, fertilizer and blood. As a rule cooler shrinkage is 3 per cent., and frequently over.

Another test of hogs, weighing 173 lbs. average live weight, resulted as follows: Short cut hams, 14.25 per cent.; short clear bellies, 12.25 per cent.; pork loins, 11.40 per cent.; picnics, 7.32 per cent.; plates, 3.83 per cent.; butts, 2.82 per cent.; lard rendered, 13.16 per cent. Total, 65.03 per cent. Lean trimmings, fat trimmings, feet trimmings, tongues, cheekmeat, hearts, kidneys, weasand meat, spareribs, 5.18 per cent. Gross yield, 70.21 per cent. These hogs were cut for loins. Tankage, grease, hair, casings, etc., were not figured.

Hogs should be cut and sold to the best advantage—that is, cut to the demand—and of course this means looking ahead all the time. Look to your sales organization; its fullest efficiency is all important.

HIDE WEIGHTS AND VALUES.

A subscriber in the East asks the following questions:

Editor The National Provisioner:

Would you please give me the weights of the different grades of hides, or what weight they should be. And where could I get a book on all kinds of casings?

Hide weights run as follows: Extreme lights, 25 to 40 lbs.; lights, 40 to 55 lbs.;

heavies, 55 lbs. and up. Packer hides may be designated as follows: Spready native steers, heavy native steers, heavy Texas steers, light Texas steers, extra light Texas steers, butt-branded steers, Colorado steers, branded cows, heavy native cows, light native cows, native bulls, branded bulls. Values are based on weight, quality, etc., and affected adversely by brands, scores, grubs and other disqualifications or imperfections. Spready native steers must be perfect, and of a given width, about 6 feet 6 inches when cured.

There is no book at present for sale giving fully what you want in regard to casings. Submit your questions to us, giving your name and address.

FATTY ACID IN TALLOW.

A New England subscriber writes for information as follows:

Editor The National Provisioner:

We would like to ask through your paper what can be done to keep the titre and fatty acid in tallow down to a minimum.

Keep your tallow up to the maximum in titre, and down to the minimum in free fatty acid. Clean tanks, clean fresh stock and attention to the proper rendering thereof, and seeing to it that the resultant tallow is "dried," tiered and kept sweet, will accomplish the former, and the prevention of decomposition will accomplish the latter. An excessive f.f.a. percentage is due to the separation of the fatty glycerides; plainly, that means decomposition. You can consult our advertisers of sanitary catch-basins to great advantage in this connection.

WHERE TO LOOK FOR BARGAINS.

Packinghouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department on page 48.

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the evaporator, in a little over a quarter of a century, from the primitive wasteful methods of the old kettle—open, live steam or direct fired evaporation pans—to the present-day perfection of the scientifically efficient multiple effect vacuum evaporator operated with exhaust steam, thus making economically possible many new industries and old ones more profitable.

We have developed several distinct types because of the various requirements of evaporation and are now handling practically every liquor concentrated in commercial quantity. Nearly 1000 installations testify to our success.

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TWO POUNDS FOR ONE

Federal Food Administrators in several states have adopted the practice of issuing periodical price lists, regulating the sale prices of many food commodities, including poultry, eggs, butter, lard, vegetables, etc. These prices are assumed to be regulated in interest of the consumer, and certainly are not above those on an unrestrained market.

In Pennsylvania the Food Administrator's latest price list fixes the top price of the best fancy creamery butter at 53 to 55 cents per pound wholesale. Butter market reports sustain these figures, which are the highest since 1869. Consumers are paying for butter accordingly.

The Federal Food Administrator does not regulate the price of oleomargarine, since it remains stable and does not need to be regulated, apparently. The finest oleomargarine in the country can be bought for 30 cents

per pound wholesale. This makes it possible for the consumer to buy almost two pounds of the healthful, wholesome government-inspected product for the price of one pound of uninspected butter.

No wonder oleomargarine production in the past year has broken all records, in spite of a restrictive Government tax imposed in the interest of a butter monopoly. No wonder the federal Commissioner of Internal Revenue, in his annual report just made public, urges the repeal of the iniquitous 10-cent tax on colored oleomargarine, and the substitution of a nominal flat tax on the product, both as a revenue-producing measure and for the relief of consumers.

Such a tax reduction, he says, "would not only produce greater revenue, but would give the masses of the people in this country opportunity to buy this wholesome food product without the additional burden of the heavy poundage tax now imposed by the present law." He speaks of the need for conservation of the food supply, especially fats, made necessary by the war, and urges such an amendment as appropriate war legislation.

In view of this market situation and the openly-expressed attitude of an important Government authority, it is not surprising that the dairy interests are alarmed. We may expect them to hurry forward with dire warnings of the collapse of the dairy industry if its monopoly of the butter markets is not continued by virtue of discriminatory tax legislation.

They are already at it. Some of them do not even hide their excuse. "We can see no reason," says one dairy paper, "why our food administration needs to encourage and urge the increased consumption of oleomargarine." With butter retailing as high as 62 cents per pound the consumer may not agree with this view. Two pounds for one looks pretty good to him!

THE VICIOUS CIRCLE

Everybody knows the potency for harm of a misstatement oft repeated. And when the misstatement appears in the public prints the possibilities for damage are multiplied. Of all vicious circles this is about the worst. By the time the lie has gone the rounds no amount of refutation can remedy the damage. Besides, refutative statements get very little consideration from newspaper editors. The old newspaper axiom, "Never apologize," works here to the harm of the victim of the repeated slander.

A case in point is the alleged statement of Arthur Meeker, vice-president of Armour & Company, concerning the economic uselessness of meatless days. Mr. Meeker never made any such statement as the hasty newsgatherers attributed to him. But it was spread broadcast throughout the press of the

country, and elicited a heated reproof from the Food Administration, which took it for granted, without waiting to investigate, that Mr. Meeker had said what the sensationalists tried to make him say.

Mr. Meeker's refutation of the misstatement was not given press publicity, and even though the Food Administration did send out a signed statement by J. Ogden Armour relating the true facts, the "scissors editors" paid no attention to it. So late as this week a reputable business newspaper in New York reprints a denunciatory editorial from a Western newspaper based on this Meeker canard, though it never gave space to an explanation of the real facts in the case.

These things are to be expected, of course. The meat industry has always been the most tempting target for newspaper attack. There is always a "story" in abusing the meat packers, but never one in printing the packers' side of the case. It is a little hard, however, for a packer to possess his soul in patience, and go on serving the Government as he is doing in this war emergency, when they take to putting words into his mouth which he never uttered, and then lambast him for uttering them!

ECONOMICAL AND PATRIOTIC

The United States has loaned to other nations engaged in war with Germany something over three billion dollars, taking for the sums advanced the obligations of such nations, bearing the same interest and maturing at the same time as the Liberty Loan bonds.

The wisdom of this policy is beyond question. By strengthening these nations and making them as powerful and as effective as possible we are greatly aiding in the shortening of the struggle; we are doing much to insure an ultimate victory; we are doing only that which it is our duty to do toward our allies in this tremendous war against an autocracy which would subjugate and enslave all nations and men.

The fact that if we did not advance this money much of the work which the allies are doing would have to be done with American money and American men establishes clearly the intelligence and wisdom of our policy.

There is work to be done which requires the expenditure of blood and treasure. In making these money advances to Great Britain, France, Italy, and other nations we are lending money, which will be returned to us, instead of expending sums possibly as great, possibly greater, with no hope of return. In addition, we are saving the lives of American soldiers.

No policy the American Government has pursued is wiser or more truly economical and patriotic.

December 22, 1917

TRADE GLEANINGS

The capital stock of the E. K. Pond Packing Company, Chicago, Ill., has been increased from \$10,000 to \$125,000.

The Marshall Cotton Oil Company, Marshall, Tex., increased its capital stock from \$50,000 to \$75,000.

The capital stock of the Iowa Packing Co., Des Moines, Iowa, has been increased from \$2,000,000 to \$2,500,000.

The Sausage Mfg. Co., Pittsburgh, Pa., has been incorporated with a capital stock of \$50,000 by Humbert Carazza.

A partnership has been formed by M. McCannick and Clarence Spawn to enter the rendering business at Madison, S. D.

The packing plant of the A. D. Davis Packing Co., 105 South Royal street, Mobile, Ala., which was recently burned, will be rebuilt.

The Virginia Livestock Corp., Norfolk, Va., has been incorporated with F. R. Thomas as president and E. L. Field, secretary. Capital stock, \$15,000.

Fire of unknown origin damaged the plant of the Buckeye Cottonseed Oil Company, Scott avenue and the New Raleigh Road, Memphis, Tenn.

The Texas Peanut Mill & Products Co., Cleburne, Tex., has been incorporated with a capital stock of \$25,000 by S. T. Hester, S. P. Ramsey, F. H. Barlow and B. H. Moore.

Duhig-Levy Co., Lake Charles, La., to deal in livestock, has been incorporated with a

capital stock of \$50,000 by W. J. Duhig, A. Levy and S. A. Guidry.

The Danville Packing & Cold Storage Company, Danville, Ill., has been incorporated with a capital stock of \$10,000 by Arthur Worrell, George M. Cracken, D. L. Barkman, E. E. Witherspoon and W. M. Acton.

The Merchants' Fertilizer & Phosphate Company, Columbia, S. C., has been incorporated with a capital stock of \$25,000 with E. H. Pringle, Jr., as president; B. G. Pringle, vice-president; F. E. Barron, secretary, and A. F. Pringle, treasurer.

The South Side Omaha (Neb.) Stock Yards Company elected the following officers at the annual meeting: R. J. Dunham, president; Everett E. Buckingham, vice-president and general manager; J. C. Sharp, secretary and treasurer; Norris Brown, counsel, and W. H. Shellberg, superintendent. The directors are: Everett E. Buckingham, R. C. Howe, J. D. Creighton, G. B. Robbins, Lee W. Spratlen, F. P. Ransom and W. Farnam-Smith.

MUST OBEY LICENSE RULES.

Immediate steps will be taken by the United States Food Administration to suspend trading operations of all firms affected by the President's proclamation of October 8, imposing licenses, if these firms do not at once send in their applications for licenses.

The following telegram was sent to the

Federal Food Administrator in each State: "The trades covered in the President's proclamation of October 8 should have applied for licenses in the License Division of the United States Food Administration in Washington before November 1. Some firms have not applied and proceedings will be immediately initiated to suspend trading operations of such firms unless their applications are received at once."

The Food Administration also announced that complaints were being received concerning the neglect of many firms to insert their license number on stationery used for negotiating and completing sales. Rule 22 of the rules and regulations governing the conduct of businesses and trade subject to license, which imposes this requirement, is as follows:

"The licensee shall place on every contract, order, acceptance of order invoice, price list and quotation issued or signed by him relating to food commodities the words 'United States Food Administration License Number,' followed by the number of his license. No licensee shall knowingly buy any food commodities from or sell any such commodities to, or handle any such commodities for, any person required to have a license who has not secured such license and complied with the provisions of this rule."

FOOD EXPERTS NEAR FIRING LINE.

Six representatives of the United States Food Administration arrived at the American army zone in France last Friday, for a four days' visit with the troops. They were entertained by General Pershing at luncheon, and inspected headquarters and then left for a billet town. The party will be taken all over the zone, will sleep, eat and talk with the soldiers, and acquire first-hand information which will be of inestimable value when used in the projected lectures that will be used in a food conservation campaign here when they return. They will gather information as to food conditions in the army and in France also.

CUDAHY PACKING CO. OFFICERS.

At the annual meeting of the Board of Directors of the Cudahy Packing Company at Chicago on Monday the following officers were elected: E. A. Cudahy, president; E. A. Cudahy, Jr., vice-president; G. C. Shepard, vice-president; J. E. Wagner, treasurer; A. W. Anderson, secretary.

Mr. Shepard, who is one of the leading hog and pork packing experts of the country, was elevated from a directorship to the vice-presidency. This is considered as a recognition of his ability and his remarkable success in handling the provision department of the business as well as other duties.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Government Against Free Hog Movement—Prices Irregularly Lower—Sentiment Less Bullish—Less Cash Demand—Some Interests Expect Renewal of Government Buying.

The recent developments in the provision market have been chiefly in the way of lower prices and an increased movement of hogs. It was believed that with the better weather conditions, temperatures being higher, there would be a further increase in the hog movement, but much would seemingly depend on the course of hog values. The falling prices for hogs was not without much attention, however, and there are some claims that the 15½c. minimum hog promise is not clearly understood. It is not surprising that such reports are again coming to the surface, as the basis for hogs at present is really close to the suggested minimum.

Some definite reports from the West have been to the effect that farmers have been warned, or rather cautioned, to hold back their hogs for the present, so that the decline in hog prices will be checked. A holding of the hog movement now would suggest heavier receipts later on.

There has been less cash demand, and stocks of product have been on the increase. Curtailed consumption in households is understood to be more of a factor. There has been very little Government buying claimed, but the impression is that such demand is liable to crop up at any time, although it may not assume the proportions recently noted.

The disposition of many in the trade is to assume a less bullish attitude on the market, and this can be attributed entirely to the hog situation. Recently there has been an increase of ten to fifteen per cent. in the hog arrivals, as compared with the movement a year ago, while prices for hogs have declined about a cent a pound with this increased movement. Because of the decline

in price, there are a few authorities who look for some halt in the hog movement, especially if the reports credited to the official Meat Division of the Food Administration are well founded.

It is again being emphasized that ever since the war began there has been a decrease in hog production, while exports of product have tended to increase. The trade is awaiting the January hog report with considerable interest. The previous report indicated that there were five million more hogs on hand than year ago and eight million less than two years ago. High prices for hogs and for feeding stuffs made for rapid marketing. The plan now is for lower feeding stuff values and continued higher prices for hogs, so as to increase the production, but of course it requires more than a few months for these plans to become effective.

The semi-monthly Chicago stock statement showed some moderate increases, and it was just about as expected. Further increases in these stocks are looked for, in reflection of the reduced consuming demand for domestic account, and curtailed Government purchases. The detailed statement, with comparisons, follows:

Chicago Provision Stocks, with Comparisons.

| | 1917 | Dec. 15. | Dec. 1. |
|----------------------------------|------------|----------|---------|
| Pork, reg., bbls..... | 1,292 | 1,377 | |
| Pork, old, bbls..... | 255 | 476 | |
| Lard, contract, lbs...16,114,806 | 14,601,634 | | |
| Lard, other, lbs....9,369,146 | 6,100,675 | | |
| Short ribs, lbs.....3,950,317 | 2,135,645 | | |
| | 1916 | Dec. 15. | Dec. 1. |
| Pork, reg., bbls..... | 3,310 | 1,474 | |
| Pork, old, bbls..... | 1,113 | ..... |  |
| Lard, contract, lbs...19,497,388 | 21,824,996 | | |
| Short ribs, lbs.....19,700,575 | 12,572,874 | | |

Hog slaughtering for the week approximated 900,000 against 760,000 the previous week and 1,045,000 last year; so far for the winter season, 4,500,000 against 6,740,000 last year.

BEEF.—Trade has been quiet with prices very firm. Mess, \$31@32; packet, \$32@33; family, \$34@36; East India, \$52@54.

LARD.—The market has been firmer with

expectation of lighter receipts. Quoted: City, \$24.50, nom.; Western, \$24.90@25, nom.; Middle West, \$24.90@25, nom.; refined Continent, \$26.50; South American, \$26.75; Brazilian kegs, \$27.75; compounds, \$24%@24½, nom.

PORK.—The local market was quiet, while Western prices were stronger. Quoted: Mess, \$32.50@53; clear, \$54@59, and family, \$54@55.

SEE PAGE 29 FOR LATER MARKETS.

ALLIED PURCHASES IN THE U. S.

For the information of American manufacturers and others desirous of selling materials to the allied governments, it is announced that arrangements were entered into in the latter part of August, 1917, by the Secretary of the Treasury, with the approval of the President, with the governments of Great Britain, France, Russia, Italy, Belgium and Serbia, whereby Messrs. Bernard M. Baruch, Robert S. Lovett and Robert S. Brookings of the War Industries Board were designated a commission through whom or with whose approval or consent all purchases in the United States of materials and supplies by or on behalf of these governments shall be made.

Under this arrangement these governments communicate their requirements for materials and supplies to this commission through their designated purchasing agents in this country, and the commission then uses its best efforts to obtain offers of the materials and supplies required at the best obtainable price and terms, of delivery and otherwise, and submits the same to the purchasing agent concerned. It is no part of the commission's duty to prepare and sign contracts or to supervise their execution, or to determine technical details or to carry out the inspection of materials, all of which matters are cared for by the governments concerned.

The foreign governments have agreed not to make purchases in the United States

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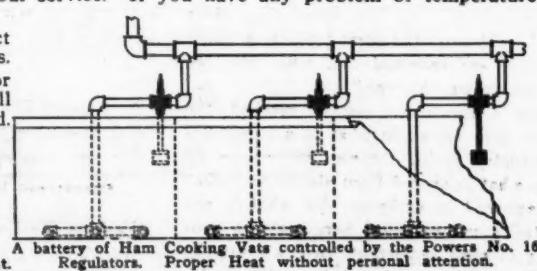
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otherwise than through or with the consent of the commission. The arrangements provide that nothing expressed or implied, nor anything done or omitted by the commission shall impose any obligation or liability upon the United States, whether to advance monies, to establish credits, or otherwise.

The purchasing commission in carrying out the terms of this agreement are endeavoring to see first that the wants of the governments associated with the United States in the war are supplied as promptly as possible and without interfering with the requirements of our own Government. This necessarily involves the finding of a source of supply from which articles needed by the Allies can be obtained without prejudice to contracts placed with the United States Government for articles of the same kind, and in many cases it has been found necessary to develop new sources of supply; that is, to induce some one who has not been previously making the articles needed to produce them.

Manufacturers who are producing, or who believe their plants are in a position to produce supplies needed by the Allied Governments, should make known this fact to the Allies Purchases Commission, which is now located in the new and temporary structure housing the Council of National Defense at Eighteenth and D streets, Washington, D. C.

EXPORT EMBARGOES AND TRADE.

Of far reaching interest are the questions of foreign trade and foreign exchange which have arisen in connection with the war, according to a bulletin issued by the committee of the Chamber of Commerce of the United States co-operating with the Council of National Defense. They well illustrate the fact, it is said, that all our industrial and economic problems dovetail one with another to form one great intricate war problem of how to make effective use of our resources and energy.

"Here, as elsewhere, the first question is one of transportation. The matter of ships apparently goes to the heart of most of our war problems," the bulletin declares, "and the amount of foreign trade which is to be done during the war rests upon the vital question of what proportion of our ships must be devoted to transporting food, war supplies and troops from this country to Europe.

Essential and Non-Essential Industries.

"To determine the raw materials which must be imported for war production in this country and for the maintenance of our essential industrial life, involves what we are to produce for our armies and the extent to which normal industries are to go forward during these times, and how far our raw material requirements can be met from our own production. At the same time there must be discussed the great problem of what industries are essential and what are unessential during the war."

Before a conclusion can be reached, the bulletin goes on, as to what is a non-essential industry during the war, there must be known what is needed from abroad and what we may send in exchange, for what is apparently a non-essential here may be productive of most important materials for the war by being sent abroad in exchange for essential materials.

"For example," it says, "we need nitrate and copper from Chile. These are essential to the production of munitions of war. We may, however, procure this nitrate and copper by shipping jewelry or automobiles to Chile. Again we need from Argentina wool, wheat and hides, and these necessities may be obtained by shipping in exchange sewing machines or typewriters. Thus the manufacture of a limousine or a typewriter may be in fact the means of producing nitrate or wool."

Foreign Shipments Considered.

What may be shipped to foreign countries depends upon what they are willing to receive from us, according to the bulletin, and, therefore, it may be impossible to secure what is needed by shipping non-essentials. Cases may arise where we must draw upon our store of much needed raw materials and finished products in order to procure raw materials which are in even greater demand. Thus we may have to send coal or agricultural implements to Argentina in order to procure wool, wheat or hides. The extent to which we can afford to reduce our own much needed supplies of coal and agricultural implements would depend upon the extent that we needed wool, wheat or hides. These are relative questions to be settled only after careful consideration of all the circumstances.

Behind it all, it is explained, is the question of our gold supply—the great balance wheel of our foreign trade. This aspect of the situation may be illustrated by citing the situation with India. Among other things we need jute and burlap from India; in return we can send clocks and watches, typewriters, cloth and general merchandise, iron and steel pipe and fittings. But this is not enough. The balance of trade is against us. To India we can send silver in settlement of this balance, but if this is not sufficient we must send gold or else allow American exchange to be at a great discount.

Question of Domestic Finance Raised.

"The extent to which our gold supply may be drawn upon to settle foreign exchange balances," the bulletin concludes, "raises all the questions of domestic finance—the government's borrowing, the protection of our currency, and in fact our entire financial structure.

"Thus it will be seen that in this general question of foreign trade there are involved questions which affect not only the War Trade Board, but the Shipping Board, the Food Administration, the Fuel Administration, the Treasury Department, the War Department, the Navy Department, the Council of National Defense, the War Industries Board, the Priorities Committee, the Federal Reserve Board, not to mention the State Department or the Department of Commerce.

"Here is another problem, therefore, for a great War Board or Council. This, of course, does not mean that a general conference must be held to determine whether a structural steel bridge is to be sent to Cuba, or an embargo to be put upon the export of automobiles. Such decisions, however, might well be reached by the War Trade Board according to policies formulated from time to time by such a War Council."

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, December 20, 1917.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 63@7c. per lb.; 60 per cent. caustic soda, 61/2c. per lb.; 98 per cent. powdered caustic soda, 8c. per lb.; 48 per cent. carbonate of soda, 31/2c. per lb.; 58 per cent. soda ash, 23/4@3c. per lb.; talc, 11/2@11/2c. per lb.; silex, \$15@20 per ton, 2,000 lbs.

Clarified palm oil in casks, 31c. per lb.; Lagos palm oil in casks, 32c. per lb.; yellow olive oil, \$2.75@3 per gal.; green olive oil, \$2.50 per gal.; Cochin cocoanut oil, 20@22c. per lb.; Ceylon cocoanut oil, 171/2@171/2c. per lb.; cottonseed oil, \$1.50@1.55 per gal.; soya bean oil, 171/2@18c. per lb.; peanut oil, soapmakers' 5 per cent. acidity, \$1.70 per gal.

Prime city tallow, special, 171/2c. per lb.; dynamite glycerine, 63c. per lb.; saponified glycerine, 48@49c. per lb.; crude soap lye glycerine, 44c. per lb.; chemically pure glycerine, 67@68c. per lb.; prime packers' grease, 161/2@17c. per lb.

EXPORTS OF PROVISIONS

Exports of hog products for the week ending Dec. 15, 1917, with comparisons:

| To— | PORK, BBLS. | | |
|---------------------------------------|--------------------------------------|---------------------------|--|
| | Week Dec. 15, 1917. | Week Dec. 16, 1916. | From Nov. 1, '17, to Dec. 15, 1917. |
| United Kingdom | 166 | 33 | |
| Continent | 30 | ..... |  |
| So. & Cen. Amer. | 300 | 979 | |
| West Indies | 1,376 | 1,496 | |
| Br. No. Am. Col. | 152 | 80 | |
| Other countries . . . . . | ..... | 28 | |
| Total | 2,024 | 2,616 | |
| MEATS, LBS. | | | |
| United Kingdom | 11,325,000 | 10,900,000 | 35,047,000 |
| Continent | 7,642,000 | 2,415,000 | 28,541,000 |
| So. & Cen. Amer. . . . . | ..... | 80,000 | 155,000 |
| West Indies . . . . . | ..... | 220,000 | 507,000 |
| Br. No. Am. Col. . . . . | ..... | 68,000 | 4,000 |
| Other countries . . . . . | ..... | ..... | 59,000 |
| Total | 8,777,000 | 13,683,000 | 64,314,000 |
| LARD, LBS. | | | |
| United Kingdom | 3,049,000 | 670,000 | |
| Continent | 2,549,000 | 6,260,000 | 32,963,000 |
| So. & Cen. Amer. . . . . | ..... | 258,000 | 84,000 |
| West Indies . . . . . | ..... | 340,000 | 293,000 |
| Br. No. Am. Col. . . . . | ..... | 34,000 | ..... |
| Other countries . . . . . | ..... | 3,000 | 15,000 |
| Total | 2,549,000 | 9,944,000 | 34,025,000 |
| RECAPITULATION OF THE WEEK'S EXPORTS. | | | |
| From— | Pork, bbls. | Meat, lbs. | Lard, lbs. |
| New York | 8,777,000 | 2,549,000 | |
| Total week . . . . . | ..... | 8,777,000 | 2,549,000 |
| Previous week . . . . . | ..... | 8,590,000 | 6,374,000 |
| Two weeks ago | 2,583 | 6,347,000 | 677,000 |
| Cor. week last yr. | 2,024 | 13,683,000 | 9,944,000 |
| COMPARATIVE SUMMARY OF EXPORTS. | | | |
| | From Nov. 1, '16, to Dec. 15, '17 | Same time last year | Decrease. |
| Pork, lbs. | 523,000 | 2,015,000 | 1,492,000 |
| Meats, lbs. | 64,314,000 | 128,079,000 | 66,765,000 |
| Lard, lbs. | 34,025,000 | 57,069,000 | 23,044,000 |

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, December 13, 1917, as shown by A. L. Russell's report are as follows:

| Steamer and Destination. | Oil Cake. Bags. | Cottonseed Oil. Butter. Bags. | Bacon and Hams. Boxes. | Tallow. Beef. Pkgd. | Pork. Pkgd. | Lard. Tcs. and Pkgs. |
|-----------------------------|-----------------------|--|---------------------------------|---------------------------|----------------|-------------------------|
| *Various, Various | 7711 | 19973 | ..... | ..... | 8656 | 2300 |
| Total | 7711 | 19973 | ..... | ..... | 8656 | 2300 |

*Details withheld by steamship companies.

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market has been easier again with more pressure to sell and less demand. The offerings of South American tallow have been heavier. Some weeks ago there were claims that this sort of selling would soon be at an end, but in the meantime the offerings have continued, and the market has been fairly well supplied with these good grades.

Some City special tallow has sold at 17½c., and lower prices are expected, as good grades of South American tallow are to be had at that figure. Authorities in the trade emphasize the coming of the holiday season and the disposition to hold stocks down to a low ebb because of this fact. On the whole there is more confidence among buyers, even though there are predictions that higher prices will be seen ultimately.

In conservative quarters, there is no disposition to predict the course of the market, due to the uncertain political conditions and the Government regulations in various markets. Meanwhile the movement of cattle is not especially large, and the production of tallow is figured at only 50 per cent. of normal, partly due to the light yields. It is generally recognized that had it not been for the selling of South American tallow in this market, the manufacturers would have been embarrassed for supplies.

Prime City is quoted in the local market at 17c., nominal, and City specials at 17½c., loose.

SEE PAGE 29 FOR LATER MARKETS.

OLEO STEARINE.—There have been sales recently at 18½c. Buyers have shown no disposition to take much, and compound lard makers seem rather confident of their position.

SOYA BEAN OIL.—The market remains firm for spot stuff, with a quiet trade reported from the coast. Spot is quoted at 17½@17¾c. for crude in bbls.

CORN OIL.—Trade is quiet with no important changes reported. The market for crude is now quoted at 19c., nom.

COCOANUT OIL.—The market is firmly held, with a good inquiry reported for some grades. Ceylon, 17@17½c. in bbls.; Cochin, 17½@18c. in bbls.

PALM OIL.—The market continues dull, with demand rather quiet. Most offerings are of domestic grades. Prime, red, spot, 28c., nom.; Lagos, spot, 29@30c., nom.; to arrive, —; palm kernel, 17½@18c. in bbls.

OLEO OIL.—Domestic demand is reported quiet, but prices are firm. Extras are quoted at 23@23½c., according to quality.

PEANUT OIL.—The market is firm, with light selling pressure. Prices quoted, crude, tanks, at \$1.35@1.36.

NEATSFOOT OIL.—The market continues strong, with a moderate demand reported. Prices are quoted, 20 cold test, \$2.80; 30, \$2.40@2.45, and prime, \$1.60@1.65.

GREASE.—Trade is quiet, with a small business doing. Quoted: Yellow, 16@16½c., nom.; bone, 16½@17c., nom.; house, 16@16½c., nom.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to December 21, 1917, show that exports from that country were as follows: To England, 23,286 quarters; to the Continent, 141,550 quarters; to the United States, nothing. The previous week's exports were as follows: To England, 44,309 quarters; to the Continent, nothing; to the United States, nothing.

FOREIGN COMMERCIAL EXCHANGE.

New York, December 20.—Foreign commercial exchange rates, as far as quoted, are:

| | |
|------------------------------|----------------|
| London— | |
| Bankers, 60 days..... | 4.71½ |
| Cable transfers..... | 4.76½ |
| Demand sterling..... | 4.7520 |
| Commercial bills, sight..... | 4.74½ |
| Commercial, 60 days..... | 4.70½ |
| Commercial, 90 days..... | 4.68½ |
| Paris— | |
| Commercial, 90 days..... | No quotations. |
| Commercial, 60 days..... | 3.80½ |
| Commercial, sight..... | 3.74½ |
| Bankers' cables..... | 3.71½ |
| Bankers' checks..... | 3.73½ |
| Berlin— | |
| Commercial, sight..... | No quotations. |
| Bankers' sight..... | No quotations. |
| Bankers' cables..... | No quotations. |
| Antwerp— | |
| Commercial, 60 days..... | No quotations. |
| Bankers' sight..... | No quotations. |
| Bankers' cables..... | No quotations. |
| Amsterdam— | |
| Commercial, sight..... | 43½ |
| Commercial, 60 days..... | 43½ |
| Bankers' sight..... | 43½ |
| Copenhagen— | |
| Bankers' checks..... | 31½ |

OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

| | Liver- pool. | Glas- gow. | Rotter- dam. | Copen- hagen. |
|----------------------|-----------------|---------------|-----------------|------------------|
| Beef, tierces..... | \$4.00 | 33.50 | 375c. | 425c. |
| Pork, barrels..... | 4.00 | 3.50 | 375c. | 425c. |
| Bacon..... | 4.00 | 3.50 | 375c. | 430c. |
| Canned meats..... | 4.00 | 3.50 | 375c. | 430c. |
| Lard, tierces..... | 4.00 | 3.50 | 375c. | 430c. |
| Tallow..... | 4.00 | 3.50 | 375c. | 425c. |
| Cottonseed oil..... | 4.00 | ... | 375c. | 425c. |
| Oil cake..... | 2.50 | ... | ... | 250c. |
| Butter..... | 4.00 | 3.50 | 375c. | 500c. |
| No rates to Hamburg. | | | | |

PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, December 20, 1917.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows:

Pork loins, 29½@31c.; green hams, 8@10 lbs. ave., 28c.; 10@12 lbs. ave., 27c.; 12@14 lbs. ave., 25½c.; 14@16 lbs. ave., 25½c.; 18@20 lbs. ave., 25½c.; green clear bellies, 8@10 lbs. ave., 32c.; 10@12 lbs. ave., 32c.; 12@14 lbs. ave., 31c.; green rib bellies, 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; 8@10 lbs. ave., 30c.; 10@12 lbs. ave., 30c.; 12@14 lbs. ave., 29c.; 12@14 lbs. ave., 28c.; S. P. hams, 8@10 lbs. ave., 27c.; 10@12 lbs. ave., 26½c.; 18@20 lbs. ave., 28c.; city steam lard, 24½c.; city dressed hogs, 24c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 27c.; 10@12 lbs. ave., 26c.; 12@14 lbs. ave., 25c.; 14@16 lbs. ave., 24c.; skinned shoulders, 25c.; boneless butts, 27c.; Boston butts, 24c.; lean trimmings, 22c.; regular trimmings, 19c.; spare ribs, 10c.; neck ribs, 8@9c.; kidneys, 10c.; tails, 16c.; livers, 9c.; snouts, 13@14c.; pig tongues, 20c.

KEEP YOUR PROVISIONER ON FILE.

The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated or another copy furnished. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of this publication, he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the paper may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market. It is finished in cloth board, with gold lettering and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York. No foreign orders will be accepted for the present, owing to mail conditions.

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Work of United States Tariff Commission

The United States Tariff Commission, which was organized for work April 1, 1917, has just submitted to Congress its first annual report. The Commission is charged with the investigation of the administration and the fiscal and industrial effects of the customs laws of this country, including their relation not only to the Federal revenue but to the industries of the country. It has power, further, to investigate commercial treaties, preferential agreements and economic alliances, and the conditions and causes affecting the competition of foreign industries with those of the United States.

The Commission submitted, during the extra session of this year, to the Committee on Ways and Means of the House of Representatives a report which recommended that Congress should take steps analogous to those which other countries have taken, and which are there known as "padlock" laws, whereby proposed increases in duties and taxes should go into effect before the enactment of new revenue laws, but subject to their being finally passed. The method adopted by Congress to attain the same end in the war revenue act of this year is to follow taxable articles into the channels of trade. But this does not reach smaller retail stocks, and it has the further objection that it suddenly imposes great burdens and responsibilities on the Bureau of Internal Revenue. The Commission repeats its recommendation for permanent legislation on this subject.

The Commission has undertaken the task of drafting a revision and codification of the administrative laws relating to the customs, in order to remove the existing duplications, contradictions and antiquated provisions. It has invited suggestions from Treasury officials, others in the public service, and business men and attorneys. The Commission hopes to present to Congress a revision which, if approved and enacted into law, will result in clearness and simplification in the form and substance of the customs administrative laws, increased efficiency and greater convenience for the public, and a substantial saving of Government expenditure. In this connection the Commission is also investigating the question of free zones in ports as a means of expediting export trade and overcoming demurrage in ocean commerce.

The Commission has undertaken to establish a catalogue of tariff information, something in the nature of an encyclopedia, which shall contain as far as possible data for each important article affected by the tariff. The data will include statistics on imports, exports, production, prices and cost of production, processes of manufacture and competitive conditions. This catalogue is to be kept continuously up to date. A part of the general plan will be the establishment of a tariff library in which will be kept books, pamphlets, letters from producers and importers, etc., classified and arranged for ready consultation in connection with the catalogue.

The Commission is making a special survey of the chemical industry and expects to present to Congress a detailed report showing the development of the industry and especially of those branches which have been most stimulated by the war. The investigation carried on by the Commission will be especially devised so as to provide the in-

formation necessary for a legislative readjustment to peace conditions. By direction of the President the Commission is taking the special census of chemical products made necessary by section 501 of the act of September 8, 1916.

War disturbances, such as the effect of the war on the supply of raw materials, tendencies developing in different industries, new and increased establishments, changes in processes, and plans for readjustment after the war, are being specially considered by the Commission.

The entrance of the United States into the European war has brought the activities of the Commission, as those of every department of the Government, into closer relation to war problems and conditions. Both our allies and our enemies are considering the possibility of commercial warfare, commercial neutrality, and commercial alliance. The Central Powers are considering the arrangement of an economic union for Central Europe. Imperial preference has been actively discussed in England and in her self-governing colonies.

Far-reaching possibilities are suggested by the results of the Paris Economic Conference which met in June, 1916, and which provided for a differential treatment between allied countries, neutral countries, and enemy countries. In the act creating the Tariff Commission, the Commission was specifically empowered "to investigate the Paris Economy Pact and similar organizations and arrangements in Europe."

The Commission is preparing an extensive report on bargaining tariffs, commercial treaties, and economic alliances. The United States has never had a consistent policy with reference to bargaining tariffs, whereas the countries of Europe have worked out several different systems. The Tariff Commission's report will provide the facts upon which Congress may find a method for using the bargaining power in American tariffs, and also upon which American commercial treaties may be adjusted to meet the conditions of the modern world.

In all that it has undertaken the Commission is working in harmony with other departments of the Government, thereby avoiding duplication of effort.

HORSE MEAT YIELDS AND PRICES.

For several years there have been suggestions and rumors in this country that horse flesh would again become part of the diet. It is a well known fact that in the time of the Civil War in certain parts of the country horse flesh was eaten by the people. There have always existed a sentimental aversion for this meat, but it is not at all uncommon

Somebody Must Sacrifice

The United States Food Administration says: "Food administration must be based upon self-sacrifice of somebody somewhere. The vast majority of our people will accept it willingly and with pride as a contribution that they have made in the national cause."

for this dish to be served in some of the European countries.

There is a shop in Portland, Ore., for example, devoted exclusively to the sale of this meat, and the proprietor reports that his business has steadily increased since its establishment about a year ago. His trade is made up very largely of people of foreign birth, who have seen and eaten this meat before, but the number of Americans patronizing this shop is increasing.

The supply is composed almost altogether of two and three-year-old horses or ponies, which are supplied very largely by the Indians of the Warm Springs and Umatilla Reservation. About ten are required each week, and the general procedure is to buy them up in carload lots, ship to Portland, and kill them as needed. Most of these ponies average around 700-750 pounds and will dress out about 55 per cent. The ponies are purchased by the head, as the market has not been developed on a weight basis.

Prevailing prices last week will help show why the popularity of this horse meat is increasing: Steak, round, porterhouse or sirloin, 12½c. per lb.; pot roast, 10c. per lb.; flank, 7c. per lb.; rib stew, 6c. per lb.; soup bone, 4c. per lb.; bologna, 12½c. per lb.

HOOVERIZED CHRISTMAS DINNERS.

The United States Food Administration heartily endorses the old-fashioned Christmas dinner. It says:

"Turkey, goose and vegetables, on which Americans dine at Christmas according to ancient custom, are the very things the Food Administration wants them to eat, as they conserve wheat, red meats, fats and other needed war foods.

"Fittingly enough, this Christmas falls on Meatless Tuesday, the day on which no red meats are to be eaten. Serving the old-time Christmas dinner on that day could not be more appropriate. Turkey or goose, accompanied by oyster or sage dressing, giblet gravy, mashed potatoes, cranberry sauce or jelly, mashed turnips, squash, celery, pumpkin pie, fruit, nuts and war plum pudding are all good conservation dishes and may be consumed to individual capacity. No red meat, of course, should be used in mince pies."

If housewives want to make it a real war Christmas dinner and conserve the wheat also, two good recipes for wheatless pie and pastry crusts are given by the Food Administration.

HAMS AND BACONS FOR FRANCE.

In regard to the importation of hams and bacon into France, Vice Consul Thakara at Paris reports changes in the list of goods whose entry into France is prohibited without special license. The importation of hams (plain, boned and rolled, or cooked) and bacon is now subject to the obtaining of a special license to be granted by the French authorities for each shipment, before orders for shipment may be sent abroad. Should goods of this class be shipped to France before a license has been granted for the admission thereof, the authorities may either requisition them or order them reshipped out of the country.

Do you want a good position? Watch page 48.

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

No Different Contract Market—Firm Market
 — High Indicated Prices — Crude at \$1.31 1/4 — Compound Lard Price Near 22c. — Cotton Crop Estimates Still Lower — No Speculation in the Market.

Definite advices from Washington are that the request of the members of the cottonseed oil trade for a broader market for futures under the rules much the same as govern trading in provision futures at Chicago, cannot be granted. The Food Administration offices state that as an emergency measure, they cannot allow any room for speculation which might work against the purposes of the Administration.

Trading in actual cottonseed oil has progressed quietly and without any excitement, due to the fact that the officially indicated but not really fixed prices have been adhered to. In this regard crude oil has been quoted at 17 1/2c. per lb., which is equivalent to \$1.31 1/4 per gallon. This price, it is understood, is the basis which the Government has indicated, and members of the Interstate Cotton Seed Crushers' Association have been advised, is consistent with the high cost of seed, and other elements.

As a result the reports of trade interests that are heard are to the effect that mills hold to this 17 1/2c. price, and refiners and

other buyers are also similarly affected. Mention is again made of a basis for compound lard being indicated at close to 22c. per lb., which warrants payment, according to private advices, of the high indicated price for the refined grades of cottonseed oil. Oleo stearine has declined from 21c. to 18 1/2c.

It is further understood that in the near future the members of the cottonseed oil trade are to be advised that all trading in actual oil is to be done on the pound basis, and that the gallon basis will be disregarded entirely. Trading was originally on the gallon basis, and of later years it has gradually changed to the pound, with the intention now to obtain a uniform basis for transacting business. Mills, refiners and other interests will be asked to adopt the new standard exclusively.

There has been no speculation in the cottonseed oil market and, it is presumed, none of importance in the branch markets. How much seed is held speculatively is not known. If prices are to remain as officially indicated, there would seem to be little necessity for speculation. At the same time, it is realized that it might become necessary to frequently change these indicated prices with political developments, with the influences of competing products to cottonseed oil such as

lard and various oils and greases, and also according to the conditions in the seed market, which should be governed largely by the growth of cotton.

The latest private estimates as to this season's cotton crop are rather under the 10,949,000 bales estimated officially. Small ginning since the first of December has led to the impression that the Government's crop estimate is full, and the final returns may be at least two hundred thousand bales less. The figures would suggest the smallest cotton oil production in number of years, with the total moderately under the three million barrels of refined oil reported for the season ended August 31, 1917.

There is no special feature to the consuming demand for cottonseed oil, and it is stated that users of oil are not over-pleased with the high prices indicated, especially as the tendency in the provision market was downward recently, and some of the other kindred products have been barely steady. Under the circumstances the buying of cottonseed oil for consuming account has been of a hand-to-mouth character, but this is nothing new, as for a long time past consumers have shown little disposition to stock up because of the high prices and the general uncertainties. The volume of foreign buying of cotton oil is extremely small, and

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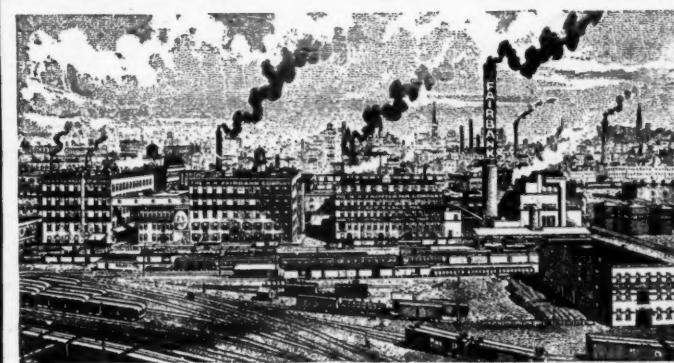
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CHICAGO FACTORY, THE N. K. FAIRBANK COMPANY.

even allowing for unreported exports, the season promises to be the smallest, from the standpoint of shipments, since the worth of cottonseed oil has been realized. It has been made known that Spain has prohibited exports of olive oil.

Closing prices, Saturday, December 15, 1917.—Spot, \$18.50; December, \$18.50@18.75; January, \$18.55@18.60; February, \$18.60; March, \$18.55@18.95; April, \$18.90@18.95; May, \$19; prime crude, S. E., \$17.50, nom. Total sales, none.

Closing prices, Monday, December 17, 1917.—Spot, \$18.50; December, \$18.60@18.65; January, \$18.60@18.65; February, \$18.65; March, \$18.85@18.90; April, \$18.85@19; May, \$18.90; prime crude, S. E., \$17.50, nom. Sales were: December, 200, \$18.60; January, 600, \$18.60; March, 1,100, \$18.85. Total sales, 1,900 bbls.

Closing prices, Tuesday, December 18, 1917.—Spot, \$18.50@18.75; December, \$18.60@18.65; January, \$18.60@18.65; February, \$18.65; March, \$18.85@18.90; April, \$18.85@19; May, \$18.90; prime crude, S. E., \$17.50, nom. Sales were: December, 100, \$18.65; January, 2,800, \$18.70@18.65; March, 1,000, \$18.90@18.65. Total sales, 3,900 bbls.

Closing prices, Wednesday, December 19, 1917.—Spot, \$18.65; December, \$18.65@18.75; January, \$18.65@18.70; February, \$18.70; March, \$18.85@18.95; April, \$18.85; May, \$19; prime crude, S. E., \$17.50, nom. Sales were: December, 300, \$18.70@18.65; January, 200, \$18.65. Total sales, 500 bbls.

Closing prices, Thursday, December 20, 1917.—Spot, \$18.70; December, \$18.70; January, \$18.70@18.85; February, \$18.75; March, \$18.90@19; April, \$18.90@19.10; May, \$19; prime crude, S. E., \$17.50, nom. Sales were: January, 1,200, \$18.75@18.70; March, 600, \$18.95@18.90. Total sales, 1,800 bbls. Market closed steady.

SEE PAGE 29 FOR LATER MARKETS.

SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)
Columbia, S. C., December 20, 1917.—Crude cottonseed oil sales still being made at \$1.31 $\frac{1}{4}$. Meal and hulls nominally unchanged from last week.

Atlanta.

(Special Wire to The National Provisioner.)
Atlanta, Ga., December 20, 1917.—Crude cottonseed oil, basis prime, \$1.31 $\frac{1}{4}$ bid for December and January. Cottonseed meal, 7 per cent. ammonia, \$47.50 bid, \$48.50 asked, for December and January. Cottonseed meal, Georgia common rate point, \$47.50 bid, \$48.50 asked, for December and January. Hulls, loose, \$19 bid, \$20 asked, for December and January; sacked, \$22.50 bid, \$23.50 asked, for December and January. Linters, clean mill run, 5 $\frac{1}{4}$ c. bid, 5 $\frac{1}{2}$ c. asked. Tone quiet.

Memphis.

(Special Wire to The National Provisioner.)
Memphis, Tenn., December 20, 1917.—All cottonseed products same as last week. Practically no meal being offered at regulation prices.

New Orleans.

(Special Wire to The National Provisioner.)
New Orleans, La., December 20, 1917.—Prime crude cottonseed oil, 17 $\frac{1}{4}$ c. per pound, f. o. b. mill, all directions; offerings increasing; tank cars scarce. Cake and meal unchanged. Hulls firm at \$25 loose, \$24.50 sacked, New Orleans.

FIX COTTONSEED PRODUCT PRICES.

The Food Administration has fixed prices for cottonseed products as follows: Crude oil, \$1.31 $\frac{1}{4}$; cracked cake and meal, 43 per cent. protein, \$53, with a \$1 up or down for each additional ammonia unit; pea-sized cake, 50 cents per ton over cracked cake and meal; linters, 4 $\frac{1}{2}$ cents. A price not stated has also been fixed for refined oil.

THE NATIONAL PROVISIONER

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WILMINGTON, N. C.

COTTONSEED PRODUCT REPORTS.

The cottonseed products division of the Federal Food Administration has issued the following recent notice to members of the cottonseed products trade concerning reports to be filed with the government of their transactions:

All persons buying and selling as dealers

COTTONSEED AND COTTONSEED PRODUCTS CENSUS.

The quantity of cotton seed received, crushed, and on hand, and of cottonseed products manufactured, shipped out, and on hand, and imports and exports of cottonseed products covering the period from August 1, 1917, to November 30, 1917, is reported by the Federal Census Bureau as follows:

Cotton seed received, crushed and on hand (tons):

| | Received at Mills* | Crushed Aug. 1 to Nov. 30. | On Hand at Mills Nov. 30. |
|----------------|-----------------------|----------------------------------|---------------------------------|
| United States | 2,659,000 | 1,531,000 | 1,162,000 |
| Alabama | 107,000 | 72,000 | 38,000 |
| Arkansas | 180,000 | 88,000 | 94,000 |
| Georgia | 463,000 | 290,000 | 179,000 |
| Louisiana | 120,000 | 76,000 | 54,000 |
| Mississippi | 234,000 | 136,000 | 102,000 |
| North Carolina | 126,000 | 77,000 | 49,000 |
| Oklahoma | 208,000 | 92,000 | 116,000 |
| South Carolina | 173,000 | 119,000 | 56,000 |
| Tennessee | 105,000 | 70,000 | 44,000 |
| Texas | 898,000 | 483,000 | 410,000 |
| All other | 48,000 | 28,000 | 20,000 |

*Does not include 33,927 tons on hand at mills Aug. 1 nor 66,000 tons reshipped.

Cottonseed products manufactured, shipped out, and on hand:

| | Produced On Hand Aug. 1 | Shipped Out Aug. 1 to Nov. 30. | On Hand Nov. 30. |
|---|-------------------------------|--------------------------------------|---------------------|
| Crude oil, pounds. | *15,477,352 | 458,247,000 | 373,438,000 |
| Refined oil, pounds. | +298,757,126 | \$284,000,000 | .... |
| Cake and meal, tons. | 92,540 | 734,764,000 | 1,000 |
| Hulls, tons | 56,016 | 254,000 | 307,000 |
| Linters, 500-lb. bales. | 102,754 | 379,000 | 270,000 |
| Hull fiber, 500-lb. bales. | 6,371 | 88,000 | 87,000 |
| Motes, grabbotts, and sweepings, 500-lb. bales | 8,207 | 13,000 | 4,000 |

*Includes 2,921,600 and 2,922,000 pounds held by refining and manufacturing establishments and 3,371,700 and 6,607,000 pounds in transit to refiners and consumers Aug. 1 and Nov. 30, respectively.

†Includes 15,200,429 and 3,372,000 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 3,851,445 and 13,549,000 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1 and Nov. 30, respectively.

§Produced from 308,524,000 pounds crude oil.

||Includes 19,000 bales of linters, 195 bales of hull fiber, and 333 bales of motes, grabbotts, and sweepings stored elsewhere than at the mills.

Imports and exports of cottonseed products from Aug. 1 to Nov. 30, 1917:
Imports: Oil, 2,092,000 lbs. Exports: Oil, 14,435,000 lbs. Cake and meal, 10,000 tons.
Linters, 90,000 running bales.

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COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending December 20, 1917, and for the period since September 1, 1917, were:

| | Week ending Dec. 20, 1917. | Since Sept. 1, 1917. | Blbs. |
|--------------------|-------------------------------------|------------------------------------|--------|
| From New York— | | | |
| Africa | — | 133 | |
| Argentina | — | 1,741 | |
| Australia | — | 245 | |
| Brazil | — | 34 | |
| British Guiana | — | 60 | |
| Central America | — | 20 | |
| Chile | — | 2,588 | |
| Cuba | — | 1,210 | |
| Dutch Guiana | — | 137 | |
| French Guiana | — | 167 | |
| Haiti | — | 20 | |
| Mexico | — | 82 | |
| Newfoundland | — | 123 | |
| Panama | — | 609 | |
| Peru | — | 37 | |
| San Domingo | — | 463 | |
| Uruguay | — | 1,366 | |
| *Various | — | 5,733 | |
| Venezuela | — | 23 | |
| West Indies, other | — | 1,201 | |
| Total | — | 15,992 | |
| From New Orleans— | | | |
| *Various | — | 106 | |
| Total | — | 106 | |
| From Michigan— | | | |
| Canada | — | 884 | |
| Total | — | 884 | |
| From St. Lawrence— | | | |
| Canada | — | 1 | |
| Total | — | 1 | |
| | Week ending Dec. 20, 1917. | Since Sept. 1, period, 1916. | Blbs. |
| Recapitulation— | Blbs. | Blbs. | Blbs. |
| From New York | — | 15,992 | 66,464 |
| From New Orleans | — | 196 | 8,784 |
| From Philadelphia | — | — | 6,336 |
| From Savannah | — | — | 1,648 |
| From Michigan | 884 | 14,735 | |
| From St. Lawrence | — | 1 | 640 |
| From Dakota | — | — | 627 |
| From other ports | — | — | 7 |
| Total | — | 17,073 | 99,241 |

*Details withheld by Government order.

Do you want a good man? Or perhaps it is a position you are after. In either case, keep an eye on page 48. It will be worth your while

TO CONTROL FEED MANUFACTURERS.

Members of the American Feed Manufacturers' Association and representatives of industries producing animal feeds as a by-product at a meeting just concluded in Washington have unanimously agreed to come under the control of the United States Food Administration. Forms of regulations necessary to govern the proper market handling of all kinds of animal and poultry feed are now being prepared.

As in the case of the industries dealing in staple foods for human consumption, federal supervision of feeds will take the form of a licensing system whereby licensees are required to make monthly reports to the Food Administration. Information contained in these reports enables the Administration to detect hoarding, excessive profits, waste and other illegal practices, also to know the exact amount and location of commercial feeds in the country.

The form of licensing used does not interfere with those who wish to be honest, but on the contrary protects the patriot in business against the slacker who seeks to take an unfair advantage of wartime conditions.

The following resolution was unanimously adopted:

"Be it resolved, that the Feed Industry, represented by General Committee suggested to the Food Administration, in meeting assembled, hereby assures the Food Administration of its full and complete co-operation in the work of regulating the purchase, sale, and storage of feedstuffs to the end that this industry may do its part toward winning the war and recommend that the accomplishment of this purpose may best be attained by placing the feed industry under license and drawing up and enforcement of proposed necessary regulations for it."

A general committee for feeding stuffs con-

sisting of thirty-three members from all parts of the country was appointed, which will exert its influence to bring about voluntary co-operation of the various branches of the industry with the Food Administration. This body has chosen from among its members an executive committee of five, to enforce whatever rules and regulations are made by the Food Administration. The members of this executive committee are: George A. Chapman, Chicago, Ill., Chairman; R. P. Walden, New York City; Frank J. Ludwig, Boston, Mass.; S. D. Edwards, Chicago, Ill., and J. H. Genung, Indianapolis, Ind.

VEGETABLE OILS IN BRAZIL.

Of the industries which have been developed as a result of the war, none has had a more striking growth in the São Paulo district of Brazil than the manufacture of vegetable oils, and as a result this state, which formerly imported large quantities of such oils, is now equipped not only to supply its own requirements of most oils but is beginning to export in quantities that will increase as the extensions of the oil mills now planned are carried out, says a report from Consul Charles L. Hoover.

The most notable increase has been in the production of cottonseed oil. The establishment of this industry indicates not only that the United States will lose this market, but that the São Paulo mills will compete in other South American markets where North American oil has been supreme up to the present time.

The manufacture of cottonseed oil was begun at São Paulo about two years ago by one mill, which produced oil suitable for culinary purposes and for the manufacture of soap. This mill passed through an experimental stage, owing to the fact that the owners had not secured expert help to select the ma-

HARDENED EDIBLE OILS

MADE FROM

VEGETABLE OILS OF ALL KINDS

Oils Hardened to Order

The American Oil Treating and Hardening Co.

CINCINNATI, OHIO, U. S. A.

December 22, 1917

chinery or to run the mill. Its difficulties have now been satisfactorily solved so far as the mill itself is concerned, but some difficulty has been encountered in obtaining good milling seed.

Plenty of cotton is raised in the state of São Paulo, but some of the fields are remote from gins and the unbaled cotton is frequently exposed to heavy rains before being ginned so that the seeds absorb much moisture. Perhaps not so much damage is done to the seed before ginning as afterwards, for the industry is so new that the planters have not yet learned to protect properly seed that formerly was merely so much waste. Consequently, the seed is generally permitted to lie in unprotected piles until it begins to mold. This condition is not helped by the long delays in transit which the seed has frequently to suffer. But the farmers are

rapidly learning that the seed is valuable, and it is expected that by next season there will be a great improvement.

About a year ago another company at São Paulo decided to undertake the manufacture of oil and sent to the United States to employ an expert, who selected the machinery in the United States. About four months ago the mill began operation. Its product is of the very highest grade and is quoted on the market of this city on the same basis as oil from the United States. Several large shipments have already been made to Argentina, and the only impediment to the rapid expansion of the shipments is the difficulty the mill has in getting seed and in obtaining material for the manufacture of containers.

The imports of cottonseed oil into the State of São Paulo through the port of Santos during the past four years were: In 1913,

2,304,823 pounds, value \$205,259; in 1914, 1,889,021 pounds, value \$172,847; in 1915, 1,570,549 pounds, value \$144,484; in 1916, 244,794 pounds, value \$32,960. Prior to 1913 cottonseed oil was included with other vegetable oils. Statistics for 1917 are not available, but so far as is known only two small shipments were brought in early in the year. The quantity exported in 1917 is not known, but is believed to be considerably larger than the importations.

The war has developed a heavy demand for castor oil for aeroplane-motor lubrication. Consequently the despised castor bean, which has been regarded as something of a nuisance in Brazil heretofore on account of its persistence, has become a valuable resource, and is being harvested wherever it can be found. It grows as a volunteer crop in nearly all cultivated land with a vigor and tenacity comparable only to that of the most common native weeds. Wherever it is introduced in this state it is almost impossible to eradicate it; it appears in the open spaces about the houses, in the midst of the growing crops, and in the fields after the harvests, or even in the new lands from which the forests have just been cleared and in old pasture lands.

The demand for the oil has reached a point where the call is far in excess of the producing capacity of the mills, and many American manufacturers are importing the beans to crush in their own mills. There are four small mills in São Paulo. The proprietor of one of the cottonseed-oil mills mentioned has sent a buyer to the United States to secure modern machinery for treating castor beans in a scientific manner.

Peanuts, called "amendoim" in Portuguese, grow in São Paulo with almost the same vigor as do the castor beans, and the mills will handle them, it is expected, with the same machinery used for other seeds. It is thought that the unlimited supply which is obtainable for at least six months in the year will enable the millers to produce oil in such quantities and at such low prices that the product will force itself on the market, although but little is used at the present time.

The forests of this state produce an immense variety of oil-bearing nuts. The cashew nut is perhaps the best known of these, but others are equally valuable for their oil. One, called the "ucuba" nut, is 60 per cent vegetable tallow; and another, called the "babasu," also contains 60 per cent of oil. A babasu nut will burn for half an hour if a match is touched to it. Its kernel is much like copra and is excellent for soap making.

FALSE REPORTS CAUSE HOARDING.

Following three successive buying drives on salt, laundry blue and matches by housewives throughout the Eastern part of the United States the Food Administration announced: "There is no actual shortage in either salt, matches or laundry blue; the national stock is as large as ever with no possibility of a shortage with a normal demand on the part of the consumer, and rumors of any such shortage can be attributed only to German agents wishing to upset the even course of trade and spread dissatisfaction with war conditions."

COTTONSEED PRODUCTS ANALYSES.

The special review of cottonseed products conditions in the Southeast, as reflected in chemists' analyses of products, which appeared in the last issue of The National Provisioner, was from the Picard-Law Company of Atlanta, the leading analysts of that section. The line stating that fact was inadvertently omitted by the printer.



FIVE BIG CUSTOMERS and how to sell them

Throughout the United States there are thousands of large consumers of food products whose patronage could keep a considerable portion of our food manufacturers busy year in and year out. These group themselves into five classes.

First, are our Governmental institutions—federal, state, county and municipal, with their thousands of inmates and employees.

Second, come the semi-public institutions, both charitable and religious, our colleges and our boarding schools, our hospitals and sanitaria.

Third, are the establishments which feed our "homeless" populations and those away from home. These include restaurants and cafes, clubs, hotels, resorts, summer camps, passenger steamers, and boarding houses.

Fourth, the commercial and industrial organizations which operate dining rooms or "eating houses" for their employees. This includes not only department stores and factories, but also mining, lumber and construction camps, and ocean and lake freighters—even circuses are properly included here.

A fifth class, large in number, though buying in somewhat smaller quantities, are the private establishments such as ranches, farms, extensive summer

estates and large city homes where live the owners' families together with large households of servants or other employees.

Why should these bulk-purchasers or the manufacturers who supply them pay a high price for hundreds of small cans, bottles, or jars, when one barrel will contain an equal amount at a fraction of the cost?

Instead of opening a can or bottle every day and then tossing it to the ash-heap, such users can better open a keg or barrel once a week or once a month. The buyer profits through eliminating the cost of useless packages.

The packer will gain because his profit lies in the content, not in the container and because the use of barrels results in a definite saving in freight charges and in cost of handling.

"Pocketbooks and Packages" tells what a good barrel really is, how to use it, and where to buy it. For your copy (free) write today to

G. A. RIELEY

*Corresponding Secretary
928 Illuminating Bldg., Cleveland, Ohio*



THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, December 21, 1917.—Market firm; prime Western, \$25.10@25.20; Middle West, \$25@25.10; city steam, 24½c. bid; refined Continent, \$26.50; South American, \$26.75; Brazil, kegs, \$27.75; compound, 22½@23½c., all nominal.

Marseilles Oils.

Marseilles, December 21, 1917.—Copra fabrique, 224.20 fr.; copra edible, — fr.; peanut fabrique, 245.20 fr.; peanut edible, — fr.

Liverpool Produce Market.

Liverpool, December 21, 1917.—(By Cable.)—Beef, extra, Indian mess not quoted; pork, prime mess not quoted; shoulders, square, 144s. 3d. New York, 138s. 9d.; picnic, 125s.; hams, long, 154s. 6d.; American cut, 158s. 6d.; bacon, Cumberland cut, 169s. 3d.; long clear, 172s. 6d.; short back, 173s. 6d.; bellies, 171s. 9d. Lard, spot price, 135s. 3d.; American refined, 28-lb. box, 135s. 9d. Lard (Hamburg), nom. Tallow, prime city, not quoted. Cheese, Canadian finest white, new, 130s. 6d. Tallow, Austrian (at London), 72s.

FRIDAY'S CLOSINGS.

Provisions.

The market was stronger on the bullish hog news, reports of better cash demand and expectation of export business.

Tallow.

Trade was very quiet with prices steady. Special loose is quoted at 17½c.

Oleo Stearine.

The market was dull with prices steady. Oleo is quoted at 18½c. nominal.

Cottonseed Oil.

Trade was quiet with prices strong at new high levels; strength in the provision list checked offerings.

Market closed strong. Sales, 1,000 bbls. Spot oil, \$19 bid; crude, Southeast, \$17.50 nom. Closing quotations on futures: December, \$19@19.50; January, \$19.05@19.20; February, \$19 bid; March, \$19.25 bid; April, \$19.20 bid; May, \$18.90@19.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, December 21.—Hogs, 10c. higher. Bulk of prices, \$16.05@16.55; light, \$15.25@16.45; mixed, \$15.80@16.65; rough heavy, \$15.80@16.65; Yorkers, \$15.90@16.15; pigs, \$11@14.25; cattle, steady; beeves, \$7.65@14.35; cows and heifers, \$5.10@11.20; stocks and feeders, \$6.25@10.25; calves, \$9@16.50; sheep, weak; lambs, \$12.50@16.50; Western, \$9.25@13; native, \$9@12.40; yearlings, \$12.20@14.50.

Louisville, December 21.—Hogs steady, at \$15.45@16.40.

Kansas City, December 21.—Hogs higher, at \$15.45@16.50.

Indianapolis, December 21.—Hogs steady, at \$16.50@16.60.

Detroit, December 21.—Hogs higher, at \$15.50@16.25.

Cudahy, December 21.—Hogs higher, at \$15.25@16.65.

St. Joseph, December 21.—Hogs higher, at \$15.25@16.25.

Sioux City, December 21.—Hogs higher, at \$15.80@16.30.

Buffalo, December 21.—Hogs lower; on sale, 12,000 at \$16.50@16.75.

Omaha, December 21.—Hogs higher, at \$15.95@16.35.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, December 15, 1917, are reported as follows:

Chicago.

| | Cattle. | Hogs. | Sheep. |
|---------------------------|---------|--|--------|
| Armour & Co. | 13,121 | 47,100 | 20,332 |
| Swift & Co. | 9,906 | 26,100 | 29,175 |
| Wilson & Co. | 7,507 | 20,800 | 10,703 |
| Morris & Co. | 8,816 | 20,100 | 14,624 |
| G. H. Hammond Co. | 5,161 | 14,000 | ... |
| Anglo-Amer. Provision Co. | 981 | ... | ... |
| Brennan Packing Co. | 4,200 | hogs; Miller & Hart, 4,000 hogs; Western Packing & Provision Co., 11,700 hogs; Roberts & Oake, 6,100 hogs; Boyd, Lunham & Co., 9,800 hogs; Independent Packing Co., 6,900 hogs; others, 17,900 hogs. | ... |

Kansas City.

| | Cattle. | Hogs. | Sheep. |
|-------------------------|--|--------|--------|
| Armour & Co. | 9,604 | 13,969 | 2,286 |
| Fowler Packing Co. | 1,180 | ... | 682 |
| Wilson & Co. | 7,179 | 9,996 | 2,299 |
| Swift & Co. | 10,179 | 10,283 | 5,487 |
| Cudahy Packing Co. | 6,000 | 10,387 | 6,200 |
| Morris & Co. | 6,668 | 12,702 | 1,424 |
| Others | 3,061 | 1,227 | 288 |
| Independent Packing Co. | 234 cattle; Wolf Packing Co., 68 cattle; Schwartz, Bolen & Co., 129 hogs; John Morrell & Co., 323 cattle; United Dressed Beef Co., 684 cattle. | ... | ... |

Omaha.

| | Cattle. | Hogs. | Sheep. |
|---------------------|---|--------|--------|
| Morris & Co. | 3,697 | 7,255 | 4,893 |
| Swift & Co. | 5,590 | 9,244 | 5,956 |
| Cudahy Packing Co. | 6,255 | 13,200 | 8,256 |
| Armour & Co. | 5,847 | 14,593 | 9,515 |
| Swartz & Co. | ... | 225 | ... |
| J. W. Murphy | ... | 5,039 | ... |
| Lincoln Packing Co. | 345 cattle; South Omaha Packing Co., 22 cattle. | ... | ... |

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending December 15, 1917:

CATTLE.

| | Cattle. |
|--------------------------|---------|
| Chicago | 69,785 |
| Omaha | 21,732 |
| St. Joseph | 11,513 |
| Cudahy | 613 |
| Sioux City | 7,468 |
| New York and Jersey City | 0,794 |
| Fort Worth | 13,540 |
| Philadelphia | 3,772 |
| Denver | 9,413 |

HOGS.

| | Hogs. |
|--------------------------|---------|
| Chicago | 223,323 |
| Omaha | 48,650 |
| St. Joseph | 48,648 |
| Cudahy | 19,352 |
| Sioux City | 36,026 |
| Cedar Rapids | 13,810 |
| Ottumwa | 13,591 |
| New York and Jersey City | 22,517 |
| Fort Worth | 15,071 |
| Philadelphia | 6,906 |
| Denver | 9,047 |

SHEEP.

| | Sheep. |
|--------------------------|--------|
| Chicago | 71,671 |
| Omaha | 24,145 |
| St. Joseph | 8,951 |
| Cudahy | 231 |
| Sioux City | 8,693 |
| New York and Jersey City | 28,912 |
| Fort Worth | 1,700 |
| Philadelphia | 5,128 |
| Denver | 6,356 |

KEEP YOUR LIBERTY BOND.

The man who subscribes for a Government bond, and is advertised as a patriot for doing so, is not a patriot if he immediately sells that bond on the market when he does not imperatively need the money. It is not mere subscription to a bond that helps the Government; it is by actually lending money to the Government and not by merely promising it and shifting the load to some one else that the citizen really helps in this great time.

RECEIPTS AT CENTERS

SATURDAY, DECEMBER 15, 1917.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 2,000 | 23,660 | 2,000 |
| Kansas City | 2,000 | 4,198 | |
| Omaha | 300 | 3,895 | 1,200 |
| St. Louis | 2,000 | 21,926 | 500 |
| St. Joseph | 200 | 5,000 | |
| Sioux City | 900 | 9,000 | 700 |
| St. Paul | — | 3,000 | |
| Oklahoma City | 1,700 | 1,300 | |
| Fort Worth | 3,500 | 2,000 | 500 |
| Denver | 371 | 376 | |
| Louisville | 200 | 15,000 | 50 |
| Detroit | — | 970 | |
| Cudahy | — | 2,000 | |
| Wichita | 300 | 1,509 | |
| Indianapolis | 750 | 15,000 | |
| Pittsburgh | — | 3,000 | 300 |
| Cincinnati | 400 | 3,000 | 200 |
| Buffalo | 225 | 4,000 | 400 |
| Cleveland | 60 | 3,000 | 600 |
| New York | 654 | 1,798 | 2,450 |

MONDAY, DECEMBER 17, 1917.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 15,000 | 29,749 | 12,000 |
| Kansas City | 17,000 | 9,525 | 10,000 |
| Omaha | 7,800 | 9,158 | 2,000 |
| St. Louis | 5,500 | 7,350 | 2,500 |
| St. Joseph | 3,000 | 5,000 | 4,500 |
| Sioux City | 3,000 | 8,000 | 1,500 |
| St. Paul | 5,000 | 12,000 | 1,200 |
| Oklahoma City | 2,050 | 1,500 | 50 |
| Fort Worth | 12,500 | 4,000 | 500 |
| Milwaukee | — | 4,573 | |
| Denver | 4,700 | 1,400 | 7,500 |
| Louisville | 1,100 | 4,000 | 50 |
| Detroit | — | 1,450 | |
| Cudahy | — | 1,000 | |
| Wichita | 2,500 | 796 | |
| Indianapolis | — | 12,000 | |
| Pittsburgh | 1,700 | 7,500 | 3,800 |
| Cincinnati | 1,500 | 3,208 | 300 |
| Buffalo | 1,700 | 8,000 | 2,000 |
| Cleveland | 1,000 | 8,000 | 2,000 |
| New York | 2,630 | 6,950 | 3,025 |

TUESDAY, DECEMBER 18, 1917.

| | Cattle. | Hogs. | Sheep. |
|--------------|---------|--------|--------|
| Chicago | 23,000 | 45,593 | 30,000 |
| Kansas City | 12,000 | 9,143 | 6,000 |
| Omaha | — | 9,929 | |
| St. Louis | 7,700 | 12,510 | 1,900 |
| St. Joseph | — | 6,000 | |
| Sioux City | — | 6,000 | |
| St. Paul | — | 10,000 | |
| Milwaukee | — | 1,285 | |
| Louisville | — | 1,000 | |
| Detroit | — | 1,490 | |
| Cudahy | — | 3,000 | |
| Wichita | — | 3,957 | |
| Indianapolis | — | 10,000 | |
| Cincinnati | — | 2,031 | |
| Cleveland | — | 3,000 | |
| New York | — | 1,515 | 2,109 |

WEDNESDAY, DECEMBER 19, 1917.

| | Cattle. | Hogs. | Sheep. |
|--------------|---------|--------|--------|
| Chicago | 13,000 | 15,000 | 10,000 |
| Kansas City | 14,000 | 13,000 | 8,000 |
| Omaha | — | 9,000 | |
| St. Louis | 4,600 | 8,000 | 3,100 |
| St. Joseph | — | 6,000 | |
| Sioux City | — | 9,000 | |
| St. Paul | — | 12,000 | |
| Milwaukee | — | 8,617 | |
| Louisville | — | 3,000 | |
| Detroit | — | 2,000 | |
| Cudahy | — | 1,000 | |
| Wichita | — | 1,969 | |
| Indianapolis | — | 13,000 | |
| Cincinnati | 1,000 | 3,781 | 100 |
| Buffalo | 350 | 8,000 | 1,400 |
| Cleveland | — | 3,000 | |
| New York | 2,150 | 4,860 | 3,900 |

THURSDAY, DECEMBER 20, 1917.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 10,000 | 20,000 | 8,000 |
| Kansas City | 14,000 | 13,000 | 8,000 |
| Omaha | 6,700 | 9,200 | 15,000 |
| St. Louis | 4,600 | 8,000 | 3,800 |
| St. Joseph | 2,800 | 6,000 | 1,200 |
| Sioux City | 2,500 | 8,400 | 1,200 |
| St. Paul | 2,600 | 1,400 | |
| Oklahoma City | 8,000 | 4,000 | 100 |
| Fort Worth | — | 2,000 | |
| Louisville | — | 1,000 | |
| Detroit | — | 4,000 | |
| Cudahy | — | 3,000 | |
| Wichita | — | 1,543 | |
| Indianapolis | — | 9,000 | |
| Cincinnati | 1,200 | 4,663 | 100 |
| Buffalo | 300 | 4,500 | 1,200 |
| Cleveland | — | 2,000 | |
| New York | 880 | 1,626 | 1,260 |

FRIDAY, DECEMBER 21, 1917.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 6,000 | 30,000 | 9,000 |
| Kansas City | 2,000 | 6,000 | 4,000 |
| Omaha | 2,700 | 7,000 | 2,500 |
| St. Louis | 5,000 | 8,500 | 2,300 |
| St. Joseph | 200 | 3,500 | 500 |
| Sioux City | 1,400 | 4,500 | |
| St. Paul | 4,000 | 3,500 | 100 |
| Oklahoma City | 1,500 | 7,000 | 2,200 |
| Fort Worth | 600 | 1,000 | |
| Denver | 1,400 | 300 | 1,600 |

Watch Page 48 for
Business Chances

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—Native steers quoted strong and moderately active at the top rate of 35c., some 12,000 late slaughter going at that price. About 1,500 December-January kosher native steers sold at 34c. Extreme light native steers are wanted at 25½@26c. and sellers are trying for 27c. Well posted operators contend hides are now available at 26c. in view of late business in light cows at less money. Texas steers sold at 26½c. for 6,000 late slaughter lightweight hides. No heavy goods moved and these are quoted at 30@30½c. with indications favoring the attainment of the inside figure only. Extreme light hides are offered at 22c. Supplies of heavyweights are small, while extremes are largely held. Butt branded steers sold at 20c., taking in 12,000 November-December slaughter. A thousand November hides brought 30c. Colorado steers sold at 28c. for 6,000 November-December slaughter and a like quantity of similar salting topped 28½c. this week. A sale was made late in the week in 9,000 November-December kill at the former figure of 28c., which is considered the nominal market at present time. Some buyers contend Colorados should be about 27½c. in view of the sale of light Texas at 26½c. Branded cows are lifeless. Stocks are large and slaughter continues of good proportions. Sellers ask 22c. and seem willing to consider bids. Heavy bookings to tanning account have reduced the burdensome stocks of this selection. Heavy native cows are quiet. Last sales of early slaughter were at 33c. and late kill at 32½c. Stocks are small and a good call awaits any offerings. Sellers consider the market firm at last prices. Light native cows sold at 26c. for 25,000 November and December kill. About 9,000 extreme light cows of 25@42 lbs. sold at 25c. in October, November, December salting. Buyers are insisting upon getting straight weights at 25@25½c. in the near future. Native bulls were quiet. Nominal market considered not over 24c. in view of recent declines in other selections. Stocks are moderately ample, but in late slaughter only. Branded bulls are quiet. Last sales of northern were at 20c. Southern bulls quoted nominal at about 20@20½c. now owing to easiness in branded cows and extreme light Texas steers.

Later.—Packers quiet and waiting. Inquiries are noted for extreme light native steers and 25½c. is still bid.

COUNTRY HIDES.—Trading in country hides was practically at a standstill. Heavy steers here quoted at 26@27c. nominal; out-

side usually asked. A moderate inquiry noted and some bids at 26½c. were lately made. Some light steers recently sold for 25½c. Heavy cows quoted slow at 20c. bid for good hides and 22c. asked for stuff to follow present sales. Supplies are only moderate. Buffs quoted steady but quiet at 20@22c. as to ideas. Buyers think the inside price full value and sellers ask outside rate for deferred delivery. Outside lots of buffs and all weight hides are moving at 18@20c. delivered, as to descriptions. Seconds quoted quiet and nominal at about 19@20c. Extremes are also nominally quoted at 20@22c. as to positions. Plenty of this selection available for sale and receipts contain ample proportions of the under 45 lbs. hides. In the originating sections extremes are going with heavier hides at 18@20c. Branded hides sold as low as 16c. flat basis for light average stuff. Heavier weights quoted at 17c. flat nominal. Country packer branded hides are ranged at 20@25c. nominal as to descriptions, assortments and sections. Bulls remain passive. Stocks are of fair size and values are hard to define owing to the lack of support. Country lots quoted at 17@18c. nominal for business and country packer sorts at 22@23c., with recent business at the outside figure.

Later.—Country hides steady. Last sales country buffs for immediate business was at 22c. Deferred delivery quoted some with buyers' ideas around 20c.

CALFSKINS are weak. Recent business in first salted local city skins at 33c. was effected. More available at that figure and best bids are 30c. Several buyers intimated a desire to trade on that basis. Collectors decline to consider this rate, especially as they are sold well ahead and receipts are meager. It is believed buyers will talk higher when skins are in sight. Outside city skins sold at 32½c. Tentative bids at 32c. are reported from the best outside sections for stuff similar to local cities. Country skins quoted at 28@30c. nominal. Packer skins quoted at 35@36c., with the outside considered market for business. Deacons \$1.80@2.00 and light calf \$2@2.20.

Later.—Calfskins active; 40,000 choice city and countries brought 32 to 33c. Packers' skins are available at 37½c. and recent bids of 36c. were left open.

KIPSKINS are lifeless. This weight range does not occupy tanners' favor. Country stuff lately sold for 25c. Nominal market now considered at 22½c.; city skins lately topped 30c.; not now quotable at better than 27½c. for best descriptions and most buyers'

ideas of value around 25c. Packer skins are in large supply and usually run back. Old skins quoted nominal at 25c. and late slaughter at about 30c.

HORSEHIDES quoted quiet at \$7 bid and \$7.25@7.40 asked. City hides \$7.50@8 nominal; ponies and glues quoted at \$3.50@4 and coltskins at \$1@1.75 nominal. Stocks are moderately ample.

HOGSKINS remain quiet and unchanged at \$1@1.15 nominal for average country run of skins with rejected pigs and glues out at half rates. No. 1 pigs skin strips quoted at 9@10c.; No. 2s quoted at 8@9c. and No. 3 strips at 5@7c., as to measurements.

SHEEP PELTS.—Trading was effected in packer sheep and lambskins this week, but slight concessions had to be granted to make the stuff appear attractive, in addition to the longer wool. The slowness of pulled wools to move and easiness in the pickled skins are contributing factors to the disinclination of pullers to trade. Packer sheep and lambskins were sold together flat. Low river points sold at \$4.62½. Best river markets realized \$4.65 and local slaughter went at \$4.67½. These prices register declines of 2½@5c., as to points. Dry western sheepskins are quiet, due to small supplies and are quoted nominally at 48@53c. as to section. Outside for the best lightweight Montanas, Angora goatskins are quiet and quoted nominal at \$1.50@2 and common goatskins at \$1.10 bid and \$1.15@1.20 asked. Pickled sheepskins quoted dull at \$8@12.50 per doz. nominal.

New York.

PACKER HIDES.—Quiet and unchanged. Bulls and cowhides are in some accumulation and holders are soliciting bids. Native steers are nominal at 34½c.; spready native steers at 34½@35c.; butts at 28½@29c.; Colorados 28c.; cows at 25½@26c., and bulls at 24@25c. Small packer hides quiet. Offerings are freely made without finding tanners anxious to bid. Steer hides are offered at 27@32c. according to takeoff, etc.; cows at 25@27c. Bulls are in small demand and are nominal at 19@23c.

COUNTRY HIDES.—The market is and has been quiet all the week. Buyers generally are out of the market and no trading of any account has been effected recently. Prices are nominal, but practically no interest is taken in offerings of any kind. Middle west shippers are offering both buffs and extremes freely in this market. Buffs are offered at 23@24c. and extremes at 23½@24c. There is a wide range of prices in offerings, but buyers apparently are not interested. Southerns are slow. Northern southerns, all weights, are quoted at 21½@22c. Middle southerns at 20@21c., and far southerns at 18@20c. New York state and New England, all weight hides, are offered at 21@22c. flat. Small sales have been made at 20@20½c. flat.

CALFSKINS.—The market is slow and weak. New York cities are nominally held at \$3.50, \$4.50 and \$5.50, with bids made at 25c. under. Outside cities are quoted at \$3.25, \$4.25 and \$5.25. Countries at \$3, \$4 and \$5. Buyers' ideas are about 25c. less.

HORSE HIDES.—Weak and quiet with no recent sales noted outside of small lots of countries which sold at \$7.25 flat. There is a very good demand for butts and 22-inch and up recently sold at \$3.10; 20@22 inch at \$2.75. Fronts are nominal at \$5.50 asked.

(Continued on page 31.)

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C. H. A. Wanzenwetsch & Company, Buffalo, N. Y.

PACKING HOUSE ARCHITECTS AND ENGINEERS.

Manufacturers of Wanzenwetsch Sanitary Combination Rendering and Drying Apparatus.

LIVE STOCK MARKETS

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Dec. 19.

The cattle supply continues heavy, our receipts for the week ending today amounting to right at 34,000, of which 2,800 were Southerns. The market the latter part of last week slumped sharply, and on Saturday was called a full \$1 lower than the close of the preceding week. The first three days of this week have shown a decided up-trend, and the market at this writing is fully 50c. higher than last Saturday's quotation. In our opinion general war conditions have had much to do with the quality of the offerings on this holiday season. We have no cattle at all that could be called Christmas cattle if comparisons with previous seasons mean anything. During the latter part of last week some prime baby beefes and heifers brought \$15.50, and this was the closest approximation to Christmas beef which we have had. Our best beefes are selling, for the most part, from \$11@12.50, with the bulk swinging around the \$11.75 point. Some very decent steers with good kill are arriving and are going at \$10.50@11.50, with the plainer kinds ranging from \$8@10.50. The common end of the offerings, of which we are receiving an over-abundance, are selling from \$7@9. The general tone of the butcher cattle market is about the same as in beef cattle. The bulk of the heifers are selling from \$7@8.50, with the better end ranging from \$8.75@10. The cow trade is very uneven, but prices all tend to a higher basis. Good cows are selling from \$7.50@9; the tops at \$10@10.50.

The hog run has been heavy and the quality fair to good. The record for the week is 71,800. On Friday of last week we had right at 20,000 hogs, which is the heaviest day we have had for a number of months past. Disturbed Eastern transportation, due to excessive cold, has had its effect on the market. Prices today, while stronger than for several days past, are fully \$1 under this time a week ago. Today's quotations are: Mixed and butchers, \$16.25@16.50; good heavy, \$16.45@16.55; rough, \$15.50@15.75; lights, \$16@16.35; pigs, \$13.50@15; bulk, \$16@16.50.

The sheep and lamb receipts approximate 12,000 for the week ending today, a slightly heavier run than we have had for a considerable period. The demand continues for good muttons, and in this grade the market has been active and steady. Mutton sheep are quoted at \$10@11.50; wethers, \$11@12.50; cannars and choppers, \$6@9. Lambs, while showing considerable fluctuation in price, average stronger for the week. The top was \$17.10, which was paid on Monday. Strictly prime lambs might bring this figure today, but our general quotation for this class is \$17. Medium to good lambs are quoted at \$13@16.50.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 18.

Cattle receipts today were 12,000 head; market draggy and lower on steers, and dull and lower on cows and heifers, and steady, dull to lower on stockers and feeders. Hogs today, 10,000; market slow and 10c. lower,

top \$16.50. Sheep and lambs, 6,000; market steady; top \$16.25.

The beef steer trade began late and the feeling was dull to unevenly lower prices. Killers only came out to fill local orders. Some weighty steers sold late at \$13. The supply of range cattle was smaller, coming from Oklahoma, New Mexico and Colorado. Sales on these at noon ranged under \$11. The same attitude was displayed towards cows and heifers.

The hog market today opened very slowly, a few loads sold early to shippers at steady prices. Receipts locally and in the West were comparatively heavy, some of the markets had big holdovers, which had its effect on this market. Choice heavy hogs were scarce, the supply being mostly butcher and mixed hogs.

The trade in muttons today was fairly active and the prices ruled steady. Killing sheep were comparatively scarce, and packers showed good demand for the offerings. Top on lambs today \$16.25. Feeders slow and in poor demand.

OMAHA

(Special Letter to The National Provisioner.)

Omaha, Neb., Dec. 18, 1917.

The heavy marketing of range cattle keeps up, and although receipts of corn fed steers have fallen short of expectations the supply of beef has been so large that prices have suffered a further decline, and the general market is now 75c.@\$1.25 lower than it was ten days ago. Corn fed stock has suffered more than the rangers, this being partly due to the generally inferior quality of the natives and the competition from western grassers. Corn fed beefes are quoted from \$8.50 to \$13.50, the bulk selling around \$9.50 @10.50. Bulk of the western range beef is selling at a spread of \$8.50@10. Cows and heifers have suffered very nearly as much as the fat cattle, and the present range of values is from \$5 to \$10, the bulk of the useful butcher and beef stock going at a spread of \$6.50@7.75. Veal calves continue in limited supply and quatably unchanged at \$9.50&12.50, while bulls, stags, etc., are in better demand and selling to better advantage than a week ago at \$6.50@9.50.

Receipts of hogs continue to show improvement both in quality and quantity, although supplies fall considerably short of a year ago in point of numbers. Notwithstanding the comparatively moderate offerings the market has experienced the usual mid-December break, and values today are around \$1.25 lower than a week ago. All classes of buyers favor the desirable butcher weight hogs, but there is a sharp discrimination against light and underweight stuff. With approximately 9,000 hogs here today the market ruled 15@20c. lower. Tops brought \$16.10 as against \$17.50 on last Tuesday, and the bulk of the trading was around \$15.90@16.05, as against \$17.25@17.35 a week ago.

There has been a very moderate run of sheep and lambs of late, 48,000 last week, but the market continues nervous and unsettled, with the undertone rather weak than otherwise. All classes of buyers favor the light and handyweight grades of both lambs and aged stock, and there is a general disposition to punish the heavier weights, so that the spread in values is unusually wide for this

time of the year. Prices show more or less fluctuation from day to day, but in the main values are in about the same notches as they were a week ago. Fat lambs sell at \$15@16.50; yearlings, \$11.50@13.25; wethers, \$11@12.50, and ewes \$9.50@11.

HIDE AND SKIN MARKETS.

(Continued from page 30.)

DRY HIDES.—Dull and no material changes are noted. There is an almost complete lack of interest in this market. Taners are out of the market and no inquiries are reported for the various lots on spot. There is no new business reported and the general situation is as slow and draggy as for days past. In the absence of any late trading it is difficult to quote prices with any degree of accuracy, and although holders are still talking prices of last sales this means nothing to tanners, owing to the fact that no recent sales have gone through on which to establish a basis. Begotas last sold at 41c., based on mountains; Orinocos at 41c.; La Guayras, Puerto Cabellos and Caracas at 40½c., and Central Americans at 40c. Ecuadors are slow and are quoted at 31@33c. Guatamalas are talking around 43c. for cities and 42c. for countries. Sales were made some time ago at these figures, but buyers' ideas now are about 3c. under. There is no demand for Mexicans which are nominally held at 38@39c. Brazils are flat. Cearas are offered at 43@45c., without finding buyers. Chinas are slow and in somewhat weaker position. All weight prime Hankows are offered at 23½@24½d. The River Plate market is nominal and no new trading reported. Offerings are noted at a wide range of prices. B. A. hides, 10@11 kilos average, half hair and up, are quoted at 41@43c. Cordoba hides, similar weights, half hair and up, are offered at 46@49c. B. A. kips, 5@6 kilos, half hair and up, are quoted at 46@47c. Cordobas are quoted at 48@50c.

WET SALTED HIDES.—No recent sales are noted from the River Plate and cable advices state that serious labor troubles have begun and that many of the frigorifico plants are or will be tied up before the first of the year. The low state of exchanges is also affecting trading here. In the spot market no sales of account have been effected this week outside of 10,000 to 12,000 Mexicans, including Tampicos, etc., at reported price of 20@20½c. No sales are reported in Chilians, Cubans, etc., and prices are nominal.

BOSTON.

The country hide market is weak and prices nominal. Very little business is being done and sales reported are at low figures. It is rumored that sales have been made in this market of good quality extremes at 21c. selected. Dealers generally are offering these hides at 21½ to 23½c., but are soliciting bids and ask brokers to send back any bid that the tanner might make. The buff market is weak, but not in as bad condition as the extreme market. It is reported that sales have been made at 21½c. for fair lots, but prices generally quoted are from 22 to 24c. The southern market is nominal. Prices are quoted around 18c. to 19c. for far southerns, all weights; middle southerns at 20c. to 21c.; northern southerns at 21½c. to 22c. In the absence of any business it is impossible to determine what the true market is.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO DECEMBER 17, 1917.

| | Cattle. | Calves. | Sheep. | Hogs. |
|------------------|---------|---------|--------|--------|
| New York | 2,780 | 1,866 | 3,528 | 7,513 |
| Jersey City | 4,004 | 2,081 | 19,128 | 14,767 |
| Central Union | 3,010 | 981 | 6,256 | 237 |
| Totals | 9,794 | 4,928 | 28,912 | 22,517 |
| Totals last week | 12,077 | 5,664 | 30,600 | 24,458 |

ICE AND REFRIGERATION

NEW CORPORATIONS.

Norfolk, Va.—The Seaboard Ice & Cold Storage Co. has been incorporated with a capital stock of \$2,000,000 with Louis Feuerstein as president; S. T. Dickinson, secretary; E. R. J. Wigg, treasurer, all of Norfolk, Va., and J. T. Emmerson, of Portsmouth, Va., as vice-president.

Pensacola, Fla.—The Falk Fish Company's properties have been acquired by the Catanzano Fisheries Co., incorporated with a capital stock of \$15,000 with J. C. Catanzano, of Birmingham, Ala., as president; George C. Greene, of Pensacola, Fla., vice-president and general manager, and N. Catanzano, of Birmingham, Ala., as secretary and treasurer.

ICE NOTES.

Birmingham, Ala.—The capital stock of the Gorman-Gammill Seed & Dairy Co., has been increased to \$15,000.

Austin, Tex.—The building of the Quebec Fruit Co., recently burned, will be repaired and an oil engine and refrigeration equipment of 10 tons capacity will be installed.

Baltimore, Md.—A four-story warehouse at Bond and Lombard streets, has been leased by the Maryland Creamery Co., 1726 East Pratt street, and will be equipped and operated in connection with creamery.

Newkirk, Okla.—The Newkirk Creamery, recently incorporated with a capital stock of \$50,000, has been organized with C. A. Johnson as president; Roy S. Johnson, vice-president, and C. E. Mitchell, secretary and manager.

APPLICATION OF REFRIGERATION TO FOOD.*

The war has emphasized that the conservation of perishable food supply for ourselves and allies is of paramount importance. The Government emphasizes that there are "four great problems: food, men, money, ships. If we fail in but one, we shall have lost the war." This puts it fairly up to food distributors and those controlling refrigerated space to develop the use of refrigeration as applied to food products to its widest range of possibilities, so that this great commercial method of conserving and preserving perishable foods may be a potent factor in our efforts to preserve the freedom of our people and extend world democracy.

The great demand is for fresh foods at low prices, but it is also a fact that the seasonal demand is now extended to periods far beyond those of seasonal production. Refrigeration retards bacterial development and keeps food fresh and wholesome for long periods, and by this process extends the season of possible distribution, thereby encouraging and inducing increased production and a lower average level of price than could otherwise be obtained.

Without modern cold storage facilities there would not be the varied food supply which is now available during practically the entire year, and as a varied menu promotes health,

we find that refrigeration has become a potent factor in promoting the health as well as increasing the wealth of the nations, and it is probably no exaggeration to assume that without this modern method of holding in a palatable and healthful condition all manner of perishable foodstuffs, including the all-important fats and meat products, this whole world war would assume a much more serious aspect than even now is the case.

Refrigerated concentration stations minimize waste and should be installed at initial shipping points for this first gathering of our perishable food supply, which by means of refrigerated cars finds its way to the larger warehouses and distributing points, and finally through the medium of refrigerated ships we are able to divide our food supplies with our Allies and to supply our own boys in France not only with the necessities of life but with many of the more perishable delicacies that tend to vary the menu and to promote the health and comfort of those Americans who are so gallantly carrying forward this war against autocracy and militarism.

Your committee has, during the past year, undertaken no definite lines of investigation. There are many fields for the carrying on of this interesting work, but whether substantial progress in such specialized investigation

can be made during the period of this war is uncertain.

National Recognition of Refrigeration.

National recognition of the importance of the refrigerating industry was given in the request of the Federal Food Commission for a meeting of cold storage warehousemen, which was held in Washington, July 9, 1917, under the auspices of the American Association of Refrigeration and the American Warehousemen's Association. At that time an advisory committee consisting of five, with five alternates, was chosen. This committee, and especially its chairman, our president, Mr. Horne, has been in constant touch with this department, seeking to assist in solving the problems which apply to the conduct of cold storage warehouses during war times.

Particular attention should now be directed to securing as wide publicity as possible for all cold storage foods and the methods whereby they are held under refrigeration and distributed to the consumers. The Federal Food Administration having indicated their desire to assist in the dissemination of accurate information pertaining to refrigerated foods immediately reveals a method of putting before the public information relative to the healthfulness of food products held under refrigeration which should stimulate public



Leaking Ammonia Fumes are deadly as well as costly.

In such emergencies the

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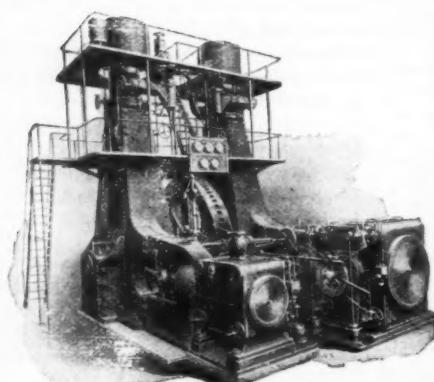
enables the wearer to enter the fumes instantly and safely for repairing leaks or to rescue a fellow workman.

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Our Engineering corps
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*Report of F. M. Shoemaker, Chairman Commission on Application of Refrigeration to Food, read at annual meeting of American Association of Refrigeration.

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confidence in the great variety of foodstuffs that are today so held. The publicity committee of the New York Food Distributors' Association will constitute another strong factor in the distribution of reliable information on cold storage foods, and these agencies should receive our most loyal support and assistance.

During the past year refrigeration has been employed extensively in the conservation of a greater variety of foodstuffs than ever before, and the total volume of refrigerated space required for commodities other than the staples, meat, poultry, butter, eggs, cheese, fish and fruits, is of no inconsiderable importance. The United States Department of Agriculture estimated that there are regularly handled in cold storage in various parts of the country today between 46 and 50 different commodities.

As the scarcity of meat becomes more and more apparent, the importance of fish as an article of diet necessarily increases. There are many cold storage plants throughout the country that specialize in the storing of fish. Of course, the general head of fish covers a great number of different kinds, and year after year still new varieties of fish are being adopted as food, and in a great many cases are going into storage. A particular instance of this is the whiting, which is very prolific along parts of the Atlantic seacoast. During the past four years the demand for this class of fish has so increased that considerably more than half of the large cold storage space on Cape Cod is now used exclusively for the freezing of this fish, and they now contemplate materially increasing their storage facilities during the ensuing year.

While noting the development of cold storage space on the North Atlantic and Pacific coasts, which space is largely devoted to fish storage, it is of interest also to note the lack of it on the coast of the Gulf of Mexico, from whose waters the fish can be handled practically only during the cold weather, when they are shipped North in box cars, packed in layers of ice.

The storing of potatoes under refrigeration is also coming to the front prominently, and is a development of the last few years. In certain sections, this business is a very important one to the cold storage warehouseman. Only a comparatively short time ago potatoes were regarded as unworthy of preservation by refrigeration and were generally stored in cellars, dry warehouses and similar places, without the protection of refrigeration. Now that potatoes stand in price alongside the haughty apple, and at times within the past year have been able to look disdainfully down upon the blushing fruit of Eden, wider consideration may very properly be given to the preservation of the potato by refrigeration.

If we can eliminate a large percentage of waste resulting from former methods of storing, and if, by preventing sprouting of the tuber in the early spring months, early germination is retarded and seed potatoes for late planting may be carried with a minimum

WATCH PAGE 48 FOR BARGAINS

**REFRIGERATION
IN THE
MEAT INDUSTRY**

MORE **YORK** REFRIGERATING MACHINES WERE INSTALLED FOR BUTCHERS AND PACKERS IN 1917 THAN IN ANY PREVIOUS YEAR!

Altho this fact is significant, we consider it only a beginning. The more fully the advantages of Mechanical Refrigeration, in the handling of meats, are understood, the greater will be the demand for this equipment.

Owing to conditions imposed by the War, the use of Mechanical Refrigeration in the Meat Trade was never more of a necessity than now. Our mission is to advise with prospective customers concerning their requirements, and then to furnish a plant best suited to meet existing conditions.

There is a **YORK** Machine to meet every practical condition of Mechanical Refrigeration.

Write us about it.

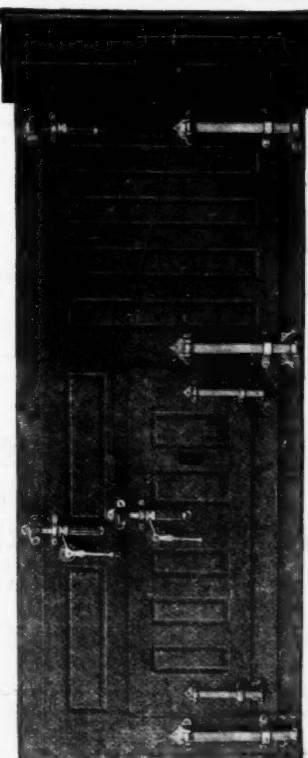
York Manufacturing Co.

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Abattoir Track Door with Wicket
Door saves opening larger door in
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FORMERLY

Jones Cold Store Door Co.

P. O. Box 39

HAGERSTOWN, MD.

U. S. A.

of loss, a great service has been accomplished. Last year's crop of potatoes was reported at 278,000,000 bushels. This year's reports indicate a production of 455,000,000 bushels, by

far the largest crop ever raised in this country. If refrigeration can be a factor in the conservation of this great crop, through its movement into storage, in case of shortage

in storage space, as seems apparent, when movement out of storage takes place during the middle winter and early spring, is it not possible that an additional valuable application of refrigeration to food may be developed?

We find there is a wide difference of opinion as to what are the best methods for the handling of potatoes in cold storage. Apparently it is generally agreed they should be bagged or barreled and carried at a temperature of from 34 to 36 degrees. Opinions as to the time they may be successfully carried vary widely, and while all agree that seed potatoes may be carried with signal success, there is apparently an interesting field for investigation covering the storing of potatoes for food purposes. One warehouseman reports that he finds the shrinkage on seed potatoes after a period of six months will amount to about 10 per cent., and that on one occasion they carried 10,000 barrels for sixteen months with less than 20 per cent. loss, and with an 82 per cent. result in propagation. It is observed that potatoes stored in barrels rarely have to be rehandled, but where stored in bags they usually have to be repacked, owing to rot developing where bag touches bag.

Certain sections of the South have appreciated the importance of refrigeration as applied to potatoes for several years, and now many Northern warehousemen are developing this line of business. We believe we may very properly request from the United States Department of Agriculture assistance in this field of investigation, and at the same time it is fitting and proper that we express our appreciation to that important department of the Government for at least two valuable reports they have issued during the past year, one being "The Temperature Relations of Apple-Rot Fungi," by Charles Vrooks and J. S. Cooley, published by authority of the Secretary of Agriculture, with the co-operation of the Association of American Agricultural Colleges and Experimental Stations, and the other, Bulletin 579 from the Department of Agriculture, covering Celery Storage Experiments, by H. C. Thompson. These are very valuable papers for the guidance of warehousemen and distributors interested in these commodities.

Still more improved methods of handling perishable foodstuffs from the producer to the ultimate consumer as a means of reducing waste are imperatively demanded, and extended education along food lines to dispel public ignorance concerning the productions of refrigeration and cold storage is required for the interests of all concerned, and while we are all facing in the right direction, we must perfect our facilities to the utmost extent for the putting of this good work "over the top."

BRINE-COOLED REFRIGERATOR CARS.

A new system of automatic brine circulation for refrigerator cars is being tested on shipments of perishable food. This system circulates iced brine in overhead pipes, utilizing the swaying motion of the car. Refrigeration throughout the car is said to be uniform, can be regulated to suit the character of the shipment, and there is a saving of 20 per cent. freight space due to absence of ice compartments. Results thus far indicate a marked saving in icing costs and a considerable reduction in dead tonnage.

REFRIGERATING ENGINEERS ELECT.

The following new officers were elected at the recent meeting in New York of the American Society of Refrigerating Engineers: Ezra Frick, Waynesboro, Pa., president; F. E. Matthews, Leonia, N. J., vice-president; George A. Horne, New York, N. Y., treasurer; directors, F. L. Fairbanks, Boston, Mass.; F. W. Frerichs, St. Louis, Mo.; Fred Ophuls, New York, N. Y.; W. S. Shipley, Brooklyn, N. Y.; C. W. Vollmann, Montreal, Canada; W. E. Hexamer, Philadelphia, Pa.

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Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

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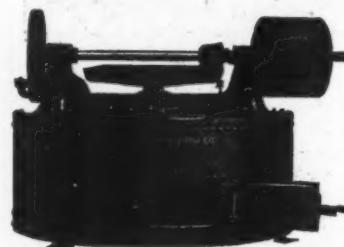
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BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette
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WRITE US FOR INFORMATION AND PRICES.

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TROY, N. Y.

FOR PURCHASING DEPARTMENTS

SOMETHING ABOUT LARD PAILS.

The sort of a business appeal that gets business, because it goes straight to the point, in a simple, matter-of-fact way, is exemplified in the following sample of letter sent to the trade by the Brecht Company:

"An article put up in an attractive package is half sold, and your lard is more than half sold when put up in a Brecht pail with your own advertisement. But only a small amount of tin plate has been set aside for lard containers—perishable products come first—and when that is gone you will have to use something less satisfactory.

"Don't wait until it's too late. Write us today what your requirements are. Figure ahead for a month or two—we can't figure further ahead than that—and you will receive by return mail our special prices which we are quoting on carload lots.

"If you have been buying less than carloads, find a way to store at least that many—you'll save freight, crating expense, and get the benefit of quantity prices.

"Your present label can be duplicated if you have one, or our artists will design one for you free of charge. If you have your own label, send us a sample pail so we can see the number of colors. If you want us to make up a label for you, send us the reading matter and any trade mark or special design you want included in it. Write now—while you have it before you."



PACKER MAKES A GOOD BROKER.

A lifetime devoted to one line of business has made John Wissmath, of St. Louis, an acknowledged expert in his particular line. For many years he was the head of the Wissmath Packing Company, which was in existence up to 1911. For the following four years he was manager of the Armour plant at Sioux City, Iowa, and for the two years following was manager of the Krey Packing Company plant, resigning that position last June to take up the brokerage business. All these years in large establishments have given him an unusually broad experience and have thoroughly fitted him for the brokerage business, as every branch and department of the packinghouse industry has been carefully studied from the standpoint of an actual worker, who is a practical man and has the ability to give perfect satisfaction to his clients when offering to sell or buy packinghouse products of all kinds. Mr. Wissmath's references are of the very best, and his business associates have absolute confidence in his judgment and ability, which is a record to be proud of.



MOTOR TRUCK AND RAILROAD.

Present demands of traffic on the railroads of the United States have required the employment of every possible means for facilitating the handling of the mass of commodities which is waiting on the roads for transportation. As a result of this condition, motor trucks have assumed a new status with the railroads. Instead of being considered a competitor cutting into the rail business by transporting commodities over

regular routes, they are now looked upon as auxiliaries to the railroad system, serving as feeders from inaccessible places to the principal rail centers.

According to M. L. Pulcher, vice-president and general manager of the Federal Motor Truck Company, the motor truck is getting general recognition in this new function. Many of the largest railroads of the country are placing orders for motor equipment to be used in bringing products to rail junction points for transportation.

"In an effort to hold down the price of foodstuffs, the Government will undoubtedly demand the most economical means of transportation," says Mr. Pulcher. "In this event the co-operation of the motor truck with the railroads will be found to work out an economic factor in transportation which will result in the permanent establishment of this transportation unit in American commerce.

"The depletion of the horse supply in the United States due to the demands of war is another problem in transportation which will have to be met by the use of motor trucks. This reduction in transportation has undoubtedly already been felt by the producer, as it has by the consumer, making more imperative the establishment of motorized transportation, between producer and railroad, or even more direct, from producer to consumer."



SAVE YOUR NATIONAL PROVISIONER.

How often have you wished to refer to an article or an item of trade information or some valuable trade statistics in some back copy of The National Provisioner, only to find that copy lost or mutilated? You will be glad to know that we have succeeded at last in securing a really practical binder. You can now have your Provisioner in the form of a handsomely bound book ready to refer to at any time.

The new binder is the simplest made. The binding is as simple as sticking papers on an



ordinary file. Each binder holds 26 copies of The National Provisioner, or an entire volume. The binder has the appearance of a regular bound book. The cover is of cloth board and the name is stamped in gold. The binder makes a substantially-bound volume that will be a valuable part of your office equipment or a handy addition to your library.

By special arrangement with the manufacturers we can furnish you with this binder for only ~~one~~ dollar. Merely send us your name and address. Simply say: "Send me your binder. I enclose \$1." The binder will be sent promptly, all charges prepaid.

COMPETENT MOTOR TRUCK DRIVERS.

"The truck owners who get uninterrupted service from their trucks are the men who employ drivers who know how to handle and take proper care of trucks," says C. T. Silver, metropolitan distributor of the Kissel-Kar. "These are the class of drivers who enable their employers to maintain shipping schedules in the face of obstacles that interrupt the schedules of other owners and they do it with less loss and less wear on their trucks.

"We received a letter the other day from one of our customers in which he states that in addition to the protection which the Kissel All-Year Cab gives his drivers, and the increased efficiency which the drivers received from such protection, he has found that such protection attracts the better class of operators.

"In these days when Uncle Sam is counting on every business concern, particularly manufacturers and producers of worldly goods, to employ those methods and appliances that will save time, conserve energy and increase their service, truck owners should do everything in their power to maintain an uninterrupted haulage and delivery schedule."



YORK REFRIGERATING EQUIPMENT.

The York Manufacturing Company, York, Pa., report recent installations of refrigerating and dice-making machinery, in addition to those reported in a recent issue, as follows:

J. M. & P. Scanlan, New York, N. Y.; one flooded atmospheric ammonia condenser, 20 ft. long, 12 pipes high, made of 2-in. pipe.

Standard Oil Company of New Jersey, Bayonne, N. J.; nine coils of weak aqua ammonia coolers.

Supplee Milk Co., Atlantic City, N. J. (for whom we recently installed a refrigerating machine), the necessary material for changing their freezing system to operate on the flooded system, including coils, headers, stands and a 16-in. x 7-ft. vertical ammonia drier-cooler-purifier.

Consumers' Co., Rockford, Ill.; 6,500 ft. of 2-in. full weight direct expansion piping.

Kensington Hygeia Ice Co., Philadelphia, Pa.; 6 flooded atmospheric ammonia condensers, each 20 ft. long, 12 pipes high, made of 2-in. pipe.

Armour & Company, Fort Worth, Tex.; one 36-in. x 33-in. horizontal double-acting York ammonia compressor, replacing a similar compressor on their horizontal duplex machine of another make, also a 36-in. x 16-ft. 7-in. ammonia drier-cooler-purifier.

Swift & Company, Philadelphia, Pa.; three atmospheric ammonia condensers, each 20 ft. long, 18 pipes high, made of 2-in. extra heavy pipe; also 2,180 ft. of 2-in. direct expansion piping.

Gulf Refining Co., Pittsburgh, Pa.; 75 coils of gasoline coolers. These coolers were installed for the Gypsy Oil Co.

Timson Ice Co., Timson, Tex.; one flooded atmospheric ammonia condenser, 20 ft. long, 12 pipes high, made of 2-in. pipe.

Wm. Hoos, Philadelphia, Pa.; the necessary fittings and equipment for converting his ammonia condenser to the flooded atmospheric type condenser 20 ft. long, 12 pipes high, made of 2-in. pipe.

W. F. Schrafft & Sons, Corp., Boston, Mass.; 10 direct expansion Baudelot coolers.

Tait Brothers, New Bedford, Mass.; one 30-ton shell and tube brine coolers.

Chicago Section

Real cold comfort: A 'big fancy nickel "baseburner" and no coal. B-r-r-r-r!

Frank Gotch, perhaps the greatest grappler the world ever saw, has gone to his long, last home.

Every once in a while some squashhead sez: "Yuh gotta hand it to th' Kiser!" "Gee! Just give us a chance!"

Democracy doesn't necessarily mean ward-heeler dominance, as Lenine evidently thinks. That guy is due for an awful unthinking.

About the last thing the world expected to see toppled off its pedestal was Nick Romanoff. Nevertheless he toppled, and fell hard.

Anything that calls itself Bolshevik is liable to do most anything from pitch and toss to suicide, which latter it has practically committed.

Swift & Company's sales of beef in Chicago for the week ending Saturday, December 15, 1917, averaged as follows: Domestic beef, 13.18 cents per pound.

The day is not far distant when we shall aggressively decide that this is the United States and not some other country. Get your decider on straight and firm.

"What's the difference 'tween a bungalow an a barn?" asked Uptub. "Well, if they's 'orses in it, it's a barn, and if folks live in it, it's a bungalow!" said Dingus.

John Agar Co.
Union Stock Yards CHICAGO, ILL.
Packers and Commission Slaughterers
Beef, Pork and Mutton
Members of the American Meat Packers' Association.

D. E. Washington, Mgr. & Chief Engr.

PACKERS ARCHITECTURAL & ENGINEERING CO.
— ENGINEERS —
PACKING HOUSES, ABATTOIRS, COLD STORAGES
Manhattan Bldg., CHICAGO, ILL.

THE STADLER ENGINEERING CO. ARCHITECTS AND ENGINEERS

Specialists in Abattoirs, Packing Houses, Garbage Reduction Plants and Cold Storage Warehouses. Chas. Stadler, Chief Engr. For 12 years chief supervisor with Sulzberger & Sons Co. (Wilson & Co.), Room 943, Webster Building, Chicago, Ill.

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations.
1134 Marquette Bldg. CHICAGO

Wm. H. Knebels, Associate Engr.

Cable Address Pacare

grandson of John Agar, veteran of the Crimean War of 1854-1856,—who is hale and hearty today—has joined Uncle Sam's aviation corps and enters upon his duties at once. "Jack" is a well-known athlete and made many spectacular plays on the football field as half-back with the Maroons in the past few seasons, and is an exceedingly popular boy in every circle. Kaiser Bill might well forget to pooh-pooh if he saw a division of "Jacks" sailing over Berlin. Why not call 'em "Jacks," anyhow? Come back Jack, with some more laurels.

By a Camp Logan soldier:

"The devil sat by a lake on a pile of sulphur kegs,
His head was bowed upon his breast, his tail
between his legs;
A look of shame was on his face, the sparks
dripped from his eyes,
He had sent his resignation to the throne up
in the skies.
'I'm down and out,' the devil said—he said it
with a sob,
There are others who outclass me and I
want to quit the job.
Hell isn't in it with the land that lies along
the Rhine,
I'm a has-been and a piker, and therefore I
resign.
One ammunition maker, with his bloody shot
and shell,
Knows more about damnation than all the
imps of hell.
Give my job to the kaiser, the author of this
war;
He understands it better, a million times by
far.
I hate to leave the old home, the spot I love
so well,
But I feel that I'm not up to date in the art
of running hell."

H. P. Henschien R. J. McLaren
HENSCHIEN & McLAREN
Architects
Old Colony Bldg. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE CONSTRUCTION.

LEON DASHEW
Counselor At Law
320 Broadway, New York
Phones: Worth 2014-5.

References:

Armour and Company Joseph Stern & Sons,
The Cudahy Packing Inc.
Co. Manhattan Veal &
Rosebrook Butter &
Egg Co., Inc. Dressed Beef
New York Butchers United Dressed Meat Co.
Dressed Meat Co. Co.

**THE INSTALLATION OF OUR CORK INSULATION
IN COOLER—COLD STORAGE—FREEZER
MEANS A PERMANENT JOB
AND THE FIRST COST IS THE LAST
WRITE FOR OUR BOOKLET
THE UNION INSULATING CO., Great Northern Building, CHICAGO**

ANHYDROUS SUPREME AMMONIA

"EVERY OUNCE ENERGIZES"
NH₃

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

All parties desiring to use our Supreme Brand Anhydrous Ammonia for the purpose of food preservation and ice making should write us at once asking that their names be placed on the 1918 list.

MURRIS & COMPANY

Chicago, Union Stock Yards

OMAHA PACKING COMPANY

Beef and Pork Packers Lard Refiners and Sausage Manufacturers

UNDERWOOD HAMS and BREAKFAST BACON are given a very mild sugar cure and are of delicious flavor.

U. S. GOVERNMENT INSPECTION

of all our products insures their wholesomeness, and our "UNDERWOOD" and "YALE" brands insure

**PERFECTION and CLEANLINESS
of MANUFACTURE**

CHICAGO

**CHICAGO PACKING
COMPANY**

Beef and Pork Packers

Boneless Beef Cuts.

Sausage Materials.

Commission Slaughterers

U. S. GOVERNMENT INSPECTION

Correspondence Solicited

**UNION STOCK YARDS
CHICAGO**

WORTHEN, TROTT & SULLIVAN

200 Produce Exchange,
New York, N. Y.

SUCCESSORS TO M. FRANKFORT, established 1884

BROKERS AND COMMISSION MERCHANTS

OLEO OIL—OLEO STOCK—NEUTRAL LARD—COTTON OIL—OLEO STEARINE

COCOANUT OIL

United States Food Administration License Number G-62891

Established 1877

W. G. PRESS & CO.

175 W. Jackson Bl'd, Chicago

PORK, LARD, SHORTRIBS

For Future Delivery

GRAIN Correspondence Solicited STOCKS

R. W. BARNES

Broker in

PROVISIONS AND LARD

49 Board of Trade, Chicago

CHICAGO LIVE STOCK

| | RECEIPTS. | Cattle | Hogs | Sheep | |
|--------------------|-----------|--------|---------|--------|--|
| Monday, Dec. 10 | 26,647 | 1,726 | 32,550 | 22,122 | |
| Tuesday, Dec. 11 | 20,834 | 2,018 | 40,060 | 18,781 | |
| Wednesday, Dec. 12 | 18,302 | 1,815 | 35,683 | 18,683 | |
| Thursday, Dec. 13 | 16,685 | 2,322 | 32,908 | 26,985 | |
| Friday, Dec. 14 | 10,915 | 1,489 | 34,798 | 16,018 | |
| Saturday, Dec. 15 | 2,500 | 500 | 30,000 | 2,000 | |
| Total this week | 96,103 | 10,500 | 245,053 | 93,589 | |
| Last week | 81,500 | 9,140 | 186,412 | 75,688 | |
| Year ago | 78,480 | 11,087 | 280,597 | 98,592 | |
| Two years ago | 57,210 | 7,219 | 292,558 | 96,927 | |

| | SHIPMENTS. | | | |
|-------------------|------------|-----|-------|-------|
| Monday, Dec. 10 | 1,384 | 4 | 967 | 3,013 |
| Tuesday, Dec. 11 | 4,928 | 249 | 2,166 | 3,296 |
| Thursday, Dec. 13 | 4,121 | 289 | 3,560 | 981 |
| Friday, Dec. 14 | 7,507 | 206 | 2,775 | 5,051 |
| Saturday, Dec. 15 | 2,000 | 50 | 2,066 | 1,000 |

| | CHICAGO TOTAL RECEIPTS LIVESTOCK. | | | |
|--|-----------------------------------|------------|-----------|---------|
| Cattle | Hogs | Sheep | | |
| Year to Dec. 15, 1917 | 3,066,858 | 6,826,564 | 3,429,784 | |
| Same period, 1916 | 2,612,734 | 8,680,901 | 4,165,095 | |
| Combined receipts of hogs at eleven points: | | | | |
| Week ending Dec. 15, 1917 | 752,000 | | | |
| Previous week | 713,000 | | | |
| Cor. week, 1916 | 927,000 | | | |
| Cor. week, 1915 | 922,000 | | | |
| Total year to date | 24,896,000 | | | |
| Same period, 1916 | 30,021,000 | | | |
| Same period, 1915 | 23,710,000 | | | |
| Combined receipts at seven leading western markets for undesignated years: | | | | |
| This Previous Week | 1916. 1915. | | | |
| Week | Week | | | |
| Cattle | 258,000 | 301,000 | 194,000 | |
| Hogs | 602,000 | 553,000 | 342,000 | 722,000 |
| Sheep | 215,000 | 229,000 | 249,000 | 245,000 |
| Combined receipts at seven points for 1917 to Dec. 15, 1917, and the same period a year ago: | | | | |
| 1917. 1916. | | | | |
| Cattle | 10,029,000 | 8,965,000 | | |
| Hogs | 20,121,000 | 23,561,000 | | |
| Sheep | 9,989,000 | 11,223,000 | | |

CHICAGO PACKERS' HOG SLAUGHTER.

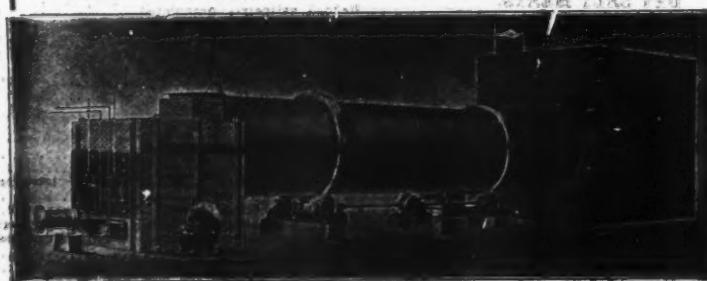
| | | | | |
|-----------------|---------|--|--|--|
| Armour & Co. | 47,100 | | | |
| Anglo-American | 15,200 | | | |
| Swift & Company | 26,100 | | | |
| Hammond Co. | 14,000 | | | |
| Morris & Co. | 20,100 | | | |
| Wilson & Co. | 20,800 | | | |
| Boyd-Lusham | 9,800 | | | |
| Western P. Co. | 11,700 | | | |
| Roberts & Oak | 6,100 | | | |
| Miller & Hart | 4,400 | | | |
| Ind. P. Co. | 6,900 | | | |
| Brennan & Co. | 4,200 | | | |
| Others | 17,900 | | | |
| Total | 204,300 | | | |
| Previous week | 179,900 | | | |
| Year ago | 214,500 | | | |

WEEKLY AVERAGE PRICE OF LIVESTOCK.

| | Cattle | Hogs | Sheep | Lamb |
|-----------------|---------|---------|---------|---------|
| This week | \$11.10 | \$17.03 | \$11.00 | \$16.50 |
| Previous week | 11.25 | 17.10 | 11.99 | 16.65 |
| Cor. week, 1916 | 10.00 | 9.58 | 9.25 | 12.90 |
| Cor. week, 1915 | 8.85 | 8.40 | 8.30 | 8.90 |
| Cor. week, 1914 | 7.86 | 7.15 | 5.50 | 8.25 |
| Cor. week, 1913 | 8.15 | 7.03 | 4.90 | 7.45 |
| Cor. week, 1912 | 7.35 | 7.18 | 4.50 | 7.70 |
| Cor. week, 1911 | 7.00 | 6.07 | 5.60 | 5.80 |
| Cor. week, 1910 | 6.00 | 7.77 | 6.80 | 6.20 |

| | CATTLE. | | | |
|---------------------------|---------|-------|--|--|
| Good to choice steers | \$12.00 | 15.75 | | |
| Yearlings, good to choice | 6.00 | 14.50 | | |
| Range steers | 6.50 | 13.50 | | |
| Stockers and feeders | 7.75 | 10.00 | | |
| Good to choice cows | 7.00 | 8.75 | | |
| Good to choice heifers | 7.00 | 9.50 | | |
| Fair to good cows | 7.00 | 8.00 | | |
| Canneries | 5.00 | 6.00 | | |
| Cutters | 6.00 | 6.50 | | |
| Bologna bulls | 4.00 | 7.63 | | |
| Butcher bulls | 7.75 | 10.25 | | |
| Heavy calves | 8.50 | 12.00 | | |
| Veal calves | 14.50 | 16.00 | | |

DRYERS AND CONTINUOUS PRESSES



THE NATIONAL PROVISIONER

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollock Bros., 41st and Halsted Streets.)

STATEMENT OF PRICES, DECEMBER 22, 1917.

Native Rib Roast, 3 lb. per lb. 35 @ 45

Native Sirloin Steaks, 1 lb. per lb. 40 @ 45

Native Porterhouse Steaks, 1 lb. per lb. 40 @ 50

Native Pot Roasts, 3 lb. per lb. 25 @ 30

Beef Roasts from light cattle, 3 lb. per lb. 18 @ 22

Beef Sirloin, 1 lb. per lb. 18 @ 18

Boneless Corned Briskets, Native, 1 lb. per lb. 25 @ 30

Corned Ribs, 1 lb. per lb. 17 @ 20

Corned Flanks, 1 lb. per lb. 15 @ 18

Round Steaks, 1 lb. per lb. 18 @ 25

Round Roasts, 1 lb. per lb. 20 @ 22

Shoulder Steaks, 1 lb. per lb. 20 @ 24

Shoulder Roasts, 1 lb. per lb. 18 @ 24

Shoulder Neck End, Trimmed, 1 lb. per lb. 18 @ 24

Lamb, 1 lb. per lb. 22 @ 25

Hind Quarters, fancy, 1 lb. per lb. 30 @ 35

Fore Quarters, fancy, 1 lb. per lb. 25 @ 30

Legs, fancy, 1 lb. per lb. 30 @ 35

Stew, 1 lb. per lb. 20 @ 25

Cheeks, shoulder, per lb. 22 @ 28

Cheeks, rib and loin, per lb. 24 @ 30

Cheeks, French, each. 15 @ 18

Mutton.

Legs, 1 lb. per lb. 22 @ 25

Stew, 1 lb. per lb. 16 @ 18

Shoulders, 1 lb. per lb. 22 @ 25

Hind Quarters, 1 lb. per lb. 22 @ 25

Fore Quarters, 1 lb. per lb. 16 @ 18

Rib and Loin Chops, 1 lb. per lb. 30 @ 35

Shoulder Chops, 1 lb. per lb. 22 @ 25

Pork.

Pork Loins, 1 lb. per lb. 28 @ 30

Pork Chops, 1 lb. per lb. 33 @ 35

Pork Shoulders, 1 lb. per lb. 25 @ 28

Pork Tenders, 1 lb. per lb. 25 @ 28

Pork Butts, 1 lb. per lb. 25 @ 28

Spare Ribs, 1 lb. per lb. 22 @ 25

Hocks, 1 lb. per lb. 15 @ 18

Pig's Heads, 1 lb. per lb. 12 @ 15

Leaf Lard, 1 lb. per lb. 30 @ 30

Veal.

Hind Quarters, 1 lb. per lb. 22 @ 25

Fore Quarters, 1 lb. per lb. 14 @ 18

Legs, 1 lb. per lb. 22 @ 25

Breasts, 1 lb. per lb. 16 @ 18

Shoulders, 1 lb. per lb. 18 @ 20

Cutlets, 1 lb. per lb. 25 @ 30

Rib and Loin Chops, 1 lb. per lb. 28 @ 30

Suet, 1 lb. per lb. 14 @ 18

Tallow, 1 lb. per lb. 7 @ 10

Bones, per cwt. 1 @ 1%

Calfskins, 8 to 15 lbs. 120 @ 150

Calfskins, under 15 lbs. (deacons) 6 @ 75

Kips, 1 lb. per lb. 24 @ 24

Butchers' Oil.

STERNE & SON CO.

Just Brokers

Yellow, Green, Starke

Animal and Vegetable Fats and Oils

Postal Tel. Bldg.

Chicago

32 Broadway New York

Import Agents

Hides, Skins, Pickled Pelts,

Wool, Tallow and Casings

Watch Page 48

for

Business Chances

SAVING IN LABOR ALONE IN ONE YEAR WILL

OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal and

Vegetable Matter. Installed in the largest packing-

houses, fertilizer and fish reduction plants in the

world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

American Process Co.

68 William St. New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

| | | |
|-----------------------|----|----|
| Prime native steers | 20 | 22 |
| Good native steers | 18 | 20 |
| Native steers, medium | 16 | 18 |
| Heifers, good | 14 | 16 |
| Cows | 10 | 14 |
| Hind quarters, choice | 20 | |
| Fore quarters, choice | 17 | |

Beef Cuts.

| | | |
|--------------------------|--------|--------|
| Beef Tenderloins, No. 1 | 40 | |
| Beef Tenderloins, No. 2 | 35 | |
| Steer Loins, No. 1 | 38 | |
| Steer Loins, No. 2 | 24 | |
| Steer Short Loins, No. 1 | 50 | |
| Steer Short Loins, No. 2 | 38 | |
| Steer Loins Ribs (hip) | 23 | 24 |
| Steer Loins Ribs, No. 2 | 23 | |
| Cow Short Loins | 15 | 20 |
| Cow Loins Ribs (hips) | 18 | |
| Cow Loins | 14 | 18 |
| Sirloin Butts, No. 3 | 16 | 20 |
| Strip Loins No. 3 | — | |
| Steer Ribs, No. 1 | 30 | |
| Steer Ribs, No. 2 | 20 | |
| Cow Ribs, No. 1 | 18 | |
| Cow Ribs, No. 2 | 16 | 18 |
| Cow Ribs, No. 3 | 12 | |
| Rolls | 17 | |
| Steer Rounds, No. 1 | 18 | |
| Steer Rounds, No. 2 | 17 | |
| Cow Rounds | 11 1/4 | 12 1/4 |
| Flank Steak | 20 | |
| Bump Butts | 17 | |
| Steer Chucks, No. 1 | 16 | |
| Steer Chucks, No. 2 | 14 1/4 | |
| Cow Chucks | 10 1/4 | 11 1/4 |
| Boneless Chucks | 13 | 14 |
| Steer Plates | 14 1/4 | |
| Medium Plates | 14 | |
| Briskets, No. 1 | 15 1/4 | |
| Briskets, No. 2 | 14 | |
| Shoulder Clodis | 17 1/4 | |
| Steer Naval Ends | 13 1/4 | |
| Cow Naval Ends | 9 1/4 | |
| Fore Shanks | 8 | |
| Hind Shanks | 7 | 7 1/4 |
| Hanging Tenderloins | 15 | |
| Trimmings | 13 | 14 |

Beef Product.

| | | |
|--------------------|--------|--------|
| Brains, per lb. | 10 | 11 |
| Hearts | 11 1/4 | |
| Tongues | 21 1/4 | |
| Sweetbreads | 27 | 28 |
| Ox Tail, per lb. | 10 | 11 |
| Fresh tripe, plain | 6 | 7 |
| Fresh tripe, H. O. | 8 | |
| Livers | 12 | 13 1/4 |
| Kidneys, per lb. | 7 | 8 |

Veal.

| | | |
|---------------------|--------|--------|
| Heavy Carcass, Veal | 15 | 15 1/4 |
| Light Carcass | 19 | 20 |
| Good Carcass | 21 | 22 |
| Good Saddles | 22 | 23 |
| Medium Racks | 12 | |
| Good Racks | 17 1/4 | |

Veal Product.

| | | |
|--------------|----|----|
| Brains, each | 10 | 12 |
| Sweetbreads | 35 | 50 |
| Calf Livers | 25 | 26 |

Lamb.

| | | |
|-----------------------|----|----|
| Good Calf Lambs | 22 | |
| Round Dressed Lambs | 24 | |
| Saddles, Calf | 25 | |
| R. D. Lamb Foies | 21 | |
| Calf Lamb Foies | 20 | |
| R. D. Lamb Saddles | 27 | |
| Lamb Fries, per lb. | 18 | 20 |
| Lamb Tongues, each | 4 | |
| Lamb Kidneys, per lb. | 25 | |

Mutton.

| | | |
|---------------------|----|--|
| Medium Sheep | 18 | |
| Good Sheep | 20 | |
| Medium Saddles | 20 | |
| Good Saddles | 22 | |
| Good Foies | 18 | |
| Medium Backs | 18 | |
| Mutton Legs | 22 | |
| Mutton Loins | 17 | |
| Mutton Stew | 14 | |
| Sheep Tongues, each | 4 | |
| Sheep Heads, each | 12 | |

Fresh Pork, Etc.

| | | |
|-----------------------|--------|----|
| Dressed Hogs | 25 | |
| Pork Loins | 24 1/2 | |
| Leaf Lard | 30 | |
| Tenderloins | 32 | |
| Spare Ribs | 19 | |
| Butts | 23 1/2 | |
| Hocks | 18 | |
| Trimmings | 19 | |
| Extra Lean Trimmings | 24 | |
| Tails | 17 | |
| Snouts | 14 1/4 | |
| Pigs' Feet | 8 | |
| Pigs' Heads | 16 | |
| Blade Bones | 9 | |
| Blade Meat | 18 | |
| Cheek Meat | 17 | |
| Hog Livers, per lb. | 9 | 10 |
| Neck Bones | 7 1/2 | |
| Skin Shoulders | 24 | |
| Pork Hearts | 13 | |
| Pork Kidneys, per lb. | 13 | |
| Pork Tongues | 22 | |
| Skin Ropes | 11 | |
| Meat Ropes | 21 | |
| Brains | 11 | |
| Backfat | 23 1/2 | |
| Hams | 26 | |
| Celas | 21 | |
| Bellies | 35 | |

SAUSAGE.

| | | |
|---|--------|--|
| Columbia Cloth Bologna | 15 1/2 | |
| Bologna, large, long, round, in casings | 16 | |
| Choice Bologna | 17 | |
| Frankfurters | 21 1/2 | |
| Liver, with beef and pork | 16 | |
| Tongue, and blood | 23 1/2 | |
| Minced Sausage | 17 1/2 | |
| New England Style Luncheon Sausage | 24 1/2 | |
| Prepared Luncheon Sausage | 24 1/2 | |
| Special Compressed Sausage | 20 1/2 | |
| Berliner Sausage | 20 1/2 | |
| Oxford Lean Butts | 20 1/2 | |
| Pollish Sausage | 20 | |
| Garlic Sausage | 18 1/2 | |
| Country Smoked Sausage | 20 | |
| Country Sausage, fresh | 20 1/2 | |
| Pork Sausage, bulk or link | 20 1/2 | |
| Pork Sausage, short link | 21 | |
| Boneless lean butts in casings | 43 | |
| Luncheon Roll | 21 | |
| Delicatessen Loaf | 19 1/2 | |
| Jellied Roll | 20 | |

Summer Sausage.

| | | |
|----------------------------|--------|--|
| Best Summer, H. C. (new) | 21 1/2 | |
| German Salami | 24 1/2 | |
| Italian Salami (new goods) | 29 1/2 | |
| Hofstetler | 27 1/2 | |
| Metwurst | 23 1/2 | |
| Farmer | 20 1/2 | |
| Cervelat, new | 31 1/2 | |

Sausage in Brine.

| | | |
|-----------------------------|------------|--|
| Bologna, kits | 2.20 | |
| Bologna, 14 1/2 lbs. | 2.10@21.50 | |
| Pork, link, kits | 2.05 | |
| Pork, links, 14 1/2 lbs. | 2.70@18.50 | |
| Polish sausage, kits | 2.00 | |
| Polish sausage, 14 1/2 lbs. | 2.75@18.75 | |
| Frankfurts, kits | — | |
| Blood sausage, kits | 2.20 | |
| Blood sausage, 14 1/2 lbs. | 2.10@21.50 | |
| Liver sausage, kits | 2.20 | |
| Liver sausage, 14 1/2 lbs. | 2.10@21.50 | |
| Head cheese, kits | 2.20 | |
| Head cheese, 14 1/2 lbs. | 2.10@21.50 | |

VINEGAR PICKLED GOODS.

| | | |
|---|---------|--|
| Pickled Pigs' Feet, in 357-lb. barrels | \$16.00 | |
| Pickled Plain Tripe, in 200-lb. barrels | 15.95 | |
| Pickled H. C. Tripe, in 200-lb. barrels | 17.70 | |
| Pickled Ox Lins, in 200-lb. barrels | — | |
| Pickled Pork Smouts, in 200-lb. barrels | — | |
| Sheep Tongues, Short Cut, barrels | 60.50 | |

CANNED MEATS.

| | | |
|--------------------------------------|-------|--|
| Corned, boiled and roast beef, No. 4 | 3.15 | |
| Corned, boiled and roast beef, No. 1 | 6.10 | |
| Corned, boiled and roast beef, No. 6 | 22.00 | |
| Corned beef hash, No. 4 | 1.00 | |
| Corned beef hash, No. 1 | 2.60 | |
| Hamburger steak and onions, No. 1 | 1.00 | |
| Hamburger steak and onions, No. 1 | 2.60 | |
| Vienna sausage, No. 14 | 2.75 | |
| Vienna sausage, No. 1 | — | |

EXTRACT OF BEEF.

| | | |
|-------------------------------|--------|--|
| Per doz. | | |
| 2-oz. jars, 1 doz. in case | \$2.50 | |
| 4-oz. jars, 1 doz. in case | 4.50 | |
| 8-oz. jars, 14 doz. in case | 8.50 | |
| 16-oz. jars, 1/4 doz. in case | 16.25 | |

BARRELED BEEF AND PORK.

| | | |
|-----------------------------------|-------|--|
| Extra Plate Beef, 200-lb. barrels | 35.00 | |
| Plate Beef | 34.00 | |
| Prime Meats Beef | 32.00 | |
| Moss Pork | 50.00 | |
| Beef Hams (22 lbs. to bot.) | — | |
| Rump Ribs | 35.00 | |
| Moss Pork | 51.00 | |
| Clear Fat Backs | 56.00 | |
| Family Back Pork | 47.00 | |
| Beef Pork | 49.00 | |

LARD.

| | | |
|---|--------|--|
| Pure lard, kettle rendered, per lb., tcs. | 22 | |
| Pure lard | 27 | |
| Lard, substitute, tcs. | 23 1/2 | |
| Lard compounds | 23 | |
| Cooking oil, per gal., in barrels | 23 1/2 | |
| Cooks' and bakers' shortening tubes | 27 | |
| Barrels, 1/4 doz. over tierces, 10 to 80 lbs., 1/4 in. to 1/2 over tierces; tubes and pails, 10 to 80 lbs., 1/4 in. to 1/2 over tierces | — | |

BUTTERINE.

| | | |
|--|-----------|--|
| 1 to 6, natural color, solids, f. o. b. Chi. | 25 1/2@27 | |
| cago | 25 1/2@20 | |
| Cartons, rolls or prints, 1 lb. | 25 1/2@20 | |
| Cartons, rolls or prints, 2 1/2 lbs. | 25 1/2@24 | |
| Shortenings, 30 to 60 lb. tubs | 22 | |

DRY SALT MEATS.

| | | |
|------------------------------|-------|--|
| (Boxed. Loins are 1/4 less.) | | |
| Clear Bellies, 14 1/2 lbs. | 62.10 | |
| Clear Bellies, 18 1/2 lbs. | 62.10 | |
| Bellies | 61.85 | |
| Fat Backs, 10 1/2 lbs. | 29.85 | |
| Fat Backs, 12 1/4 lbs. | 29.85 | |
| Fat Backs, 14 1/2 lbs. | 29.85 | |
| Extra Short Clears | 29.85 | |
| Extra Short Ribs | 29.85 | |
| Buts | 31.00 | |
| Bacon meat, 1/4 lb. more | 24.10 | |

WHOLESALE SMOKED MEATS.

| | |
|---------------------|---|
| Hams, 12 lbs., avg. | 6 |
|---------------------|---|

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS If You Have Any Outlawed Debts Owing You, Read This

By Elton J. Buckley.

Probably every reader hereof, except perhaps somebody fortunate enough to have always sold for cash, has debts which are more than six years old, and which are outlawed under the laws of practically all States. A debt once outlawed cannot be collected, as long as the debtor is shrewd enough not to revive it. If it is revived it can be collected just as if it were not more than six years old.

Generally speaking, there are two ways of reviving an outlawed debt. One is by paying part of it, even though a very small part. A man who has owed \$500 more than six years and who pays even a dollar on it after the six years have run, revives the whole debt, and if he is financially responsible it can be collected from him.

The other way of reviving a debt more than six years old is by having the debtor acknowledge it and promise to pay it.

If you can get an outlawed debtor to do either of these two things, you can get your money, provided he has it to pay.

Sometimes a debtor will revive an outlawed debt ignorantly, without meaning to; therefore I have seen many creditors shrewdly manipulate things so the debtor would say or do something that would revive the debt, so it could be collected.

How the Object Was Accomplished.

An interesting case has just been decided by a State Appeal Court. In Pittsburgh, Pa., two men were in partnership as retail grocers. They did a large business, and bought largely, particularly from a New York jobbing house, to which in time they owed \$5,000. The jobbing house tried to collect, but could get only promises. Finally without paying anything, the retail firm were sold out by their landlord for unpaid rent. They did not go into bankruptcy.

This was in 1909. Several years later, in 1912, one of the partners of the defunct firm went into another business, and became prosperous. The New York jobbing house one day sent a representative to him to see if he could not collect something on the old \$5,000 debt, which, remember, was not yet outlawed. The debtor remembered the debt, acknowledged that he owed it, and promised to pay "as soon as I get the money." And he went further. He offered the jobber's representative \$50 on account, which, however, was refused on the ground that it was too picayune as a payment on a \$5,000 debt. All this was in the presence of two witnesses.

Nothing happened until 1916, when the former partner who had offered the \$50 died without having paid anything. The jobber presented the whole claim of \$5,000, with interest, against his estate, and collected it on the ground that the debt had been revived by the debtor's offer to pay \$50 on account within the six years. This the lower court upheld, the case was appealed and the Appeal

Court has now upheld the verdict in a decision which I will discuss in a moment.

Two Kinds of Debt Revival.

There are two phases of the revival of a debt. Let me illustrate them both:

First.—A man contracts a debt on January 1, 1910. If nothing is done about it until January 1, 1916, the debt is outlawed, because the six-years statute of limitation has expired. After that, however, it can be revived in either of the two ways I have described. And it makes no difference how old it is, either, if the debtor revives it as I have explained.

Second.—A man contracts a debt on January 1, 1910. I have already explained how the debt would automatically outlaw itself on January 1, 1916, if nothing was done about it before. But suppose the debtor in June, 1913 acknowledges that he owes the debt, and promises to pay it within a reasonable time, or better still, makes a partial payment on it. The debt will not now be outlawed until June 1, 1919, for what the debtor did in June, 1913, gave the six-year period of outlawry a new beginning. If he had acknowledged the debt, or made the payment in September, 1915, it would not then have been outlawed until September, 1921.

The case I have described belonged to the second class. The debt was incurred in 1908, but was acknowledged and partial payment offered in 1912, which then became the new beginning for the outlawry period. Therefore, the debt would not have been outlawed until 1918, and the claim against the dead partner's estate was in time in 1916.

With all this the court agreed, and it would be so ruled, I think, everywhere. I quote this from the court's decision:

A clean, distinct and unequivocal acknowledgment of a debt or an existing obligation, such as is consistent with a promise to pay, is sufficient to toll the statute (revive the debt and start a new period of outlawry). There must, however, be no uncertainty either in the acknowledgment or in the identification of the debt. The acknowledgment must be plainly referable to the very debt upon

which the action is based, and must also be consistent with a promise to pay on demand and not accompanied by other expressions indicating a mere willingness to pay at a future time. A mere declaration of an intention to pay is not equivalent to a promise to pay. The acknowledgment must be such as indicates an intention to pay the debt existing at the time of the acknowledgment. The time of payment need not be immediate, but the intention to pay must be shown to be present.

In another case a debtor said, speaking of an outlawed debt: "I will pay you all I owe you, and if I can do anything for you before that time I will do so. You need not trouble yourself about me that I will not pay you, for I expect to pay all I owe." The court said this wasn't such an acknowledgment and promise as would revive the debt; it was not sufficiently specific or definite.

In another case the debtor said, in a letter enclosing \$50 on account: "I do not know of my own knowledge what I owe you, but I have no doubt you have it correct. I'll send you some from time to time as I can until it is paid." The court said this was a good promise and revived the debt.

(Copyright, 1917, by Elton J. Buckley.)

WAY TO THAW OUT POULTRY.

It is very easy to thaw out frozen poultry without the usual mess and have it retain all its natural color by copying the ideas of the Kirschbaum Bros. of No. 301 Seventh Avenue, New York City. Everybody knows what a nasty job it is usually, and how bad fine poultry looks after it has been water-soaked for hours.

The Kirschbaums have overcome all this in a surprisingly simple way. They use a large galvanized iron can, similar to those used by butchers as a receptacle for shop fat and suet. A hole is made near the bottom, large enough to run in a gas-stove pipe. They put a small gas stove inside the can, put a pail of water on the stove, and let it come to a boil.

Then they put a wire basket of proper size across the top of the can, place the poultry, legs down, in the basket, cover tightly with a burlap or blanket, and the steam from the boiling water underneath thaws out the poultry in a short time, and it comes out in fine shape; no mess or wet floor, and no freezing of fingers. Try it.

SAVED 211 TONS OF MEAT.

The first complete returns from any state showing the amount of food saved by hotels and restaurants during November have just come in to the U. S. Food Administration from Nebraska. 1,297 hotels and restaurants out of a total of 1,564 in the state have so far signed the pledge card. It is estimated by J. F. Letton, State Hotel Chairman of Nebraska, that the savings in these hotels and restaurants for the month named are as follows: Wheat flour, 294,419 pounds, or 1,502 barrels; meat, 422,822 pounds, or 211 tons; sugar, 198,441 pounds.

Then and Now

As o'er old scenes his memory steals
Of the good old lazy days of yore
When trusty Johnny carried the keys
That opened the door of his butcher
store;
Now Johnny don't carry HIS keys any
more
But carries the keys of his OWN little
store.
Johnny opens up, Johnny closes up,
Is doing well, 'cause he's never late
While the lazy old boss works like a
horse
When he gets a job from Local 108!

LOCAL AND PERSONAL.

The Ash Block Market, Billings, Mont., has been incorporated with a capital stock of \$10,000 by J. B. Henderson and others.

Iveson & Haight have succeeded to the meat business in Addison, Mich., of Wilson Haight.

T. R. Barningham has engaged in the meat business in the Allover Block, Vermontville, Mich.

Ernest Swanson's meat market in Springbrook, Wis., has been destroyed by fire.

G. W. Miller will open a meat market in Cascade, Wis.

Frank Koch has entered into the meat business in Eau Claire, Wis.

G. A. Huck has sold his interest in the Dorr County Cash Meat Market, Sturgeon Bay, Wis., to Richard Haack, John Smith and Antone Montanek.

Thomas Cerney will open a meat market in Wittenberg, Wis., in the near future.

Gust Lindsley will open a meat market in Manistique, Mich.

D. A. Russell's meat market in Colfax, Placer County, Cal., has been destroyed by fire.

Grant Davis sold his meat market in Dana, Ind., to David Read.

The firm of I. Beigel & John Forgett opened a meat market in Laurium, Mich., under the name of the Laurium Cash Market.

J. M. Holland bought the meat business in Brookings, S. D., formerly conducted by Mix & Grossman.

A meat market has been opened in Volga, S. D., by Andrew Haugen.

H. O. Jorgenson and M. B. Stone will open a meat market at Elbow Lake, Minn.

Wey Bros. opened a meat market in Peru, Neb.

Willis Bear bought a meat market in Westfield, Iowa.

Max Deimel sold his meat market in Manson, Iowa, to J. W. Wagstaff.

Peter Becker bought a meat market in Buffalo Center, Iowa.

Swafford & Wells opened a meat market in Allerton, Iowa.

H. W. Lucas opened a meat market in Alton, Iowa.

Selman Bradford's butcher shop in Winchester, Ohio, has been destroyed by fire.

R. V. Hoffman has begun the erection of a new meat market in Odebolt, Iowa.

Eiben & Mangnusses bought the meat market in Garner, Iowa, formerly conducted by Peter Beckere.

Tom Newton will open a meat market in Bemidji, Minn.

Geo. Leighton has engaged in the meat business at Chokio, Minn.

J. S. Pike opened a meat market in Amidon, N. D.

Carl Roseberg and George Fowler will open a meat market in Crosby, Minn.

Great Atlantic & Pacific Market Co., Chicago, Ill., has been incorporated with a capital stock of \$5,000 by Frank Boswick, M. H. Marquis and William J. Dunklau.

S. K. Williams has opened a meat market in Ilion, N. Y., and will be assisted by his son, Thomas Williams.

At the annual meeting of the Butchers' Mutual Aid & Benevolent Association, New Orleans, La., the following officers were elected: Sylvester Dumestre, president; Maurice Cazaubon, vice-president; A. J. Baron, treasurer, and Paul Vandenborre, secretary.

Michael Levine has sold his interest in the Southington Beef Company, Southington, Conn., to his partner, Frederick Smith.

Robert Dugdale's meat market at 29 James street, Middletown, N. Y., which was recently destroyed by fire, will be rebuilt.

Frank Scheibein's meat and grocery market in Atlantic City, N. J., has been destroyed by fire.

Silas P. Gallagher, aged 61, for many years senior member of the meat firm of Gallagher Bros., in the Allegheny Market, died at his home, 3 Watson Entrance, Pittsburgh, Pa. He is survived by his widow, one daughter and three sons.

Henry Petry, Inc., Brooklyn, N. Y., to deal in meats and provisions, has been incorporated with a capital stock of \$500 by Henry Petry, Sophie Petry and Martha Petry.

The White Eagle Retail Stores, Brooklyn, N. Y., have been incorporated with a capital stock of \$5,000 by E. Brachocki, J. Ziolinski, 210 Driggs avenue, Brooklyn, N. Y., to deal in meats, etc.

The Wigwam Co., Great Falls, Mont., to engage in the restaurant business, deal in meats, groceries, provisions, etc., has been incorporated with a capital stock of \$2,500 by P. Gibson Hughes, William McKee, Mac Johnson and A. M. Sandahl.

Richard A. Jaques' meat market at 695 Kercheval avenue, Detroit, Mich., has been destroyed by fire.

C. F. Francis and C. F. Baker have opened a meat market in the Sullivan Bldg., Cedar avenue and Second street, Moundsville, W. Va.

The meat market of Benjamin Cummings in the Renne Bldg., 39 Fenn street, Pittsfield, Mass., has been damaged by fire.

The Liberty Market of Portland, Ore., has been incorporated with a capital stock of \$5,000 by B. Goldberg, E. D. Gentlemen and J. R. Latourette.

The Oakland Meat Market Co. of Oakland, Ore., has been incorporated by Kate Schwartz, Fritz Giselman and John T. Long with a capital stock of \$3,000.

Frank Smith has purchased the meat business of Harry Duffield in Joliet, Mont.

R. J. Jackson & Son have purchased the

meat and grocery business in Early, Iowa, of Jackson Bros.

The Santa Fe Meat Market has opened for business at 710 Main street, Newton, Kan.

W. W. Roberts is about to open a meat market in the Ogden building, Lebo, Kan.

Neal Elliott has purchased the South Side Meat Market, Belleville, Kan.

Bert Vasser has moved his meat market into the Schlosser store at Bias, Okla.

The meat market of Buckley & Inman has been moved into the Monfort building, Alva, Okla.

Drake & Ward have disposed of their butcher shop in Ness City, Kan., to John M. Schamaun.

Charles H. Flagg has purchased the meat and grocery business of C. E. Jolly, at 208 South Plum street, Hutchinson, Kan.

Hans Peterson has engaged in the meat business in Edmond, Kan.

Jess Dean has engaged in the meat business in McDonald, Kan.

Underhill & Co. have added a meat department to their grocery store in Mound City, Kan.

Clay & Wright have opened a butcher shop in Ashland, Kan.

F. K. Platten & Son have engaged in the meat business at 120 East Third street, Pittsburgh, Kan.

John Himan has closed his meat market in Hamilton, Mich., and has enlisted in the army.

Wm. Young & Sons have engaged in the wholesale and retail meat business in Detroit, Mich., with a capital stock of \$30,000.

Harry D. Pierce, who has conducted a meat market on Church street, Deposit, N. Y., for some time, has closed his market and will move to Norwich, N. Y., where he will engage in the meat business.

Antone Lagomarsino, 40 years old, employed as a butcher by the G. L. Thompson Co., Jackson, Amador County, Cal., died suddenly at his home in Jackson. He is survived by a widow and one son.

Ben Goldberg will open a meat market at Fifth and Yamhill streets, Portland, Ore.

A permit has been granted for the erection of a new market building on Grand avenue, between Sixth and Seventh streets, Milwaukee, Wis. The building is to be 100 x 150 feet, three stories and basement, and will cost \$250,000. The first floor will be divided into small stalls, which are to be rented to butchers, produce dealers, etc.

Stanley Kinage and John Skornuski will sell their meat and grocery market at 185 West street, Bristol, Conn., to Morris Brin.

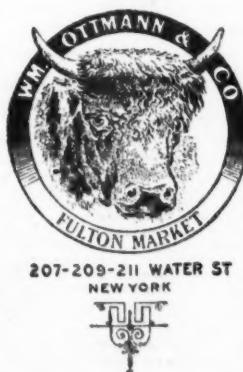
B. P. Beechner will open a grocery and meat market in the Masonic Hall Building, Easton, Kan.

Lee Baumgartner has purchased a meat market in Bern, Kan.

The Clark Meat Market has opened a market in the Mosser Building, Caldwell, Kan.

Louis Ottmann, President and Treasurer.

Philipp Ottmann, Vice President



Wm. Ottmann & Company

BUTCHERS, PACKERS and EXPORTERS

Supplying most of the better Hotels, Restaurants and Club Houses in New York City and out of town.

FULTON MARKET

207, 209 & 211 Water St.

New York, N. Y.

New York Section

President Thomas E. Wilson, of Wilson & Company, was in New York for a short time last week.

E. L. Ward, office manager for Swift & Company, at Chicago, was a visitor to New York this week.

Swift & Company's sales of beef in New York City for the week ending December 15, 1917, averaged as follows: Domestic beef, 15.84 cents per pound.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending December 15, 1917, by the New York City Department of Health; Meat—Manhattan, 577 lbs.; Brooklyn, 28,028 lbs.; total, 28,605 lbs. Fish—Manhattan, 2,275 lbs.; Brooklyn, 85 lbs.; total, 2,360 lbs.

There are about half a dozen horse meat shops doing business in New York City, three of which are in Manhattan, located in the neighborhoods where the foreign element is most numerous. One of the shops has been stoned several times lately, windows being broken, and the newspapers attributed the acts to rival meat dealers. The horse meat is sold under strict health regulation, and because of the lower price meets with a brisk demand from certain classes of consumers.

Among the prominent meat men who are doing their bit for the country, the famous old firm of Wm. Ottman & Co., of 207-211 Water street, have five of their men in government service, in addition to which William Ottman, the son of President Louis Ottman, is a captain in the 12th Regiment of the New York State Guard. The Ottman Company is one of the oldest, if not the oldest, company of its kind in the country, and known to every big hotel, club, restaurant and steamship line in the United States as being able to fill any order, no matter how large, at short notice. Hence their success.

Due to the largely increased business larger quarters have been secured by Alfred H. Benjamin, importer of Argentine and Australian products, and sole American representative of the Cia Sansinena of Buenos Ayres and Montevideo, the largest and oldest packers in the Argentine Republic. The new offices are in the same building, at 24 State street. Mr. Benjamin regrets the loss of his capable office manager, Richard A. Dunne, who has been associated with him for the past seven years, and who now is going to join the boys in khaki somewhere "over there." He has been of invaluable assistance to Mr. Benjamin, as he is thoroughly familiar with the loading and unloading of steamers and freight of all kinds, and it will be very difficult to find a capable man to take his place.

Hotels and restaurants of New York City are taking the lead in scrupulous observance of Meatless Tuesday and Wheatless Wednesday. The saving of wheat in the larger hotels and restaurants is already yielding well

toward a thousand barrels of flour a week, and more than a thousand tons of meat, and this in spite of the fact that the movement has hardly more than fairly started. New establishments are joining every day. If the poultry they carry at all times. There are probably more fancy chickens cleaned every hotels and restaurants of the whole country save in the same proportion that those in New York are saving, John McE. Bowman, Chief of the Hotels Division of the United States Food Administration, believes that in this one industry alone the savings will be sufficient to furnish several shiploads of meat and wheat each week for our armies and allies.

Who said butchers are not patriotic? The enormous pair of caribou horns, with a 70-inch spread, and the handsome pair of big moose horns that helped to decorate a booth at Hero Land, were loaned by the Kirschbaum Bros. of 301 Seventh avenue, who for over 30 years, have been located at the same address, and are famous for the fine lines of day in this establishment than in any shop in the city, because of the big restaurant, hotel, club and steamship business they do, not to mention their big boarding house trade. These two brothers have worked in harmony all their lives and command the respect of all whom they do business with, and despite

their gray hair and a certain embonpoint, they are on the job at the old stand, day in and day out, and working hard from 7 to 6. One of the 20 reasons for their success is that they don't mix pinochle with business—the other 19 don't matter!

At its meeting on Tuesday of this week the New York Food Distributors' Association, made up of representatives of all the food purveying interests of New York City, elected the following permanent officers, following the adoption of constitution and by-laws: President, Carl W. Kimball, of the International Apple Shippers' Association; vice-president, J. H. Killough, member of the Farms & Markets Council; treasurer, H. J. Runyon, of the Mercantile Exchange; secretary, W. H. Cornell, of the Atlantic Coast Fisheries Company. Executive committee: Representing apple shippers and distributors, C. W. Kimball, of C. H. & C. W. Kimball Co.; representing butter and egg trade, J. D. Mahr, president New York Mercantile Exchange; representing auction companies, R. S. McCormack, of Brown & Seecomb; representing fruit and produce trade, J. H. Killough, of J. H. Killough & Company; representing milk trade, C. A. Weiant, president, Borden's Farm Products Company; representing cold storage companies, Frank A. Horne, president, Mer-

WESTERN DRESSED MEAT PRICES IN EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at New York and other Eastern markets on representative market days this week are reported as follows by the Office of Markets of the United States Department of Agriculture:

MONDAY, DECEMBER 17, 1917.

| Fresh beef, Western dressed: | | | | |
|---|---------------|-------------|--------------|-------------|
| Steers: | Boston | New York | Philadelphia | Washington |
| Choice | \$20.00@21.00 | 20.00@21.50 | 21.00@22.00 | 18.00@18.50 |
| Good | 18.50@19.50 | 18.00@19.50 | 18.00@20.00 | 16.00@17.50 |
| Medium | 16.50@18.00 | 17.00@18.00 | 18.00@17.50 | 14.00@15.00 |
| Common | 15.50@16.00 | 15.50@16.50 | 15.50@16.00 | 15.00@16.00 |
| Cows: | | | | |
| Good | 15.50@16.00 | 16.00@17.00 | 15.00@16.00 | 14.00@15.00 |
| Medium | 14.50@15.50 | 15.50@16.00 | 14.50@15.00 | 12.50@14.00 |
| Common | | 14.50@15.50 | 12.50@14.00 | |
| Bulls: | | | | |
| Good | 12.50@13.00 | 14.50@15.00 | 15.00@15.00 | |
| Medium | | 13.00@14.00 | 13.00@14.00 | 12.00@13.00 |
| Common | | 12.00@12.50 | 12.00@13.00 | |
| Fresh lamb and mutton, Western dressed: | | | | |
| Lambs: | | | | |
| Choice | 25.00@25.50 | 26.50@27.00 | 23.00@24.00 | 26.00@27.00 |
| Good | 24.00@25.00 | 25.50@26.50 | 22.00@23.00 | 25.00@26.00 |
| Medium | 22.00@24.00 | 25.00@25.50 | 20.00@21.00 | 24.00@25.00 |
| Yearlings: | | | | |
| Good | 19.00@21.00 | | 20.00@21.00 | |
| Medium | 17.00@19.00 | | 19.00@20.00 | |
| Mutton: | | | | |
| Good | 19.00@21.00 | 22.00@24.00 | 19.00@20.00 | |
| Medium | 18.00@19.00 | 21.00@22.00 | 18.00@19.00 | |
| Common | | | 14.00@17.00 | |

WEDNESDAY, DECEMBER 19, 1917.

| Fresh beef, Western dressed: | | | | |
|---|-------------|-------------|-------------|-------------|
| Steers: | | | | |
| Choice | 20.00@21.50 | 21.00@22.00 | | |
| Good | 18.50@19.50 | 18.00@20.00 | 18.00@18.50 | |
| Medium | 17.00@18.00 | 17.00@17.50 | 16.00@17.50 | |
| Common | 16.00@16.50 | 16.00@16.50 | 15.00@15.50 | |
| Cows: | | | | |
| Good | 15.50@16.00 | 16.00@17.00 | 15.50@16.00 | 16.00@16.50 |
| Medium | 14.50@15.50 | 15.50@16.00 | 15.00@15.50 | 14.50@15.00 |
| Common | 13.50@14.00 | 14.50@15.50 | 14.00@14.50 | 14.00@14.50 |
| Bulls: | | | | |
| Good | 12.50@13.50 | 14.50@15.00 | | |
| Medium | 12.00@12.50 | 13.00@14.00 | 13.00@14.00 | |
| Common | | 12.00@13.00 | 12.00@13.00 | |
| Fresh lamb and mutton, Western dressed: | | | | |
| Lambs: | | | | |
| Choice | 24.50@25.00 | 26.00@27.00 | 23.00@24.00 | 25.00@27.00 |
| Good | 24.00@24.50 | 25.50@26.00 | 22.00@23.00 | 24.00@25.00 |
| Medium | 22.00@24.00 | 25.00@25.50 | 20.00@21.00 | 23.00@24.00 |
| Yearlings: | | | | |
| Good | 19.00@21.00 | 22.00@24.00 | 19.50@20.00 | |
| Medium | 18.00@18.00 | | 19.00@19.50 | |
| Mutton: | | | | |
| Good | 19.00@21.00 | 21.00@23.00 | 18.00@19.00 | |
| Medium | 18.00@19.00 | 20.00@21.00 | 17.50@18.00 | |
| Common | | 18.00@20.00 | 15.00@17.00 | |

Lamb prices "pluck in" at New York City and Philadelphia. All other lamb and mutton prices "pluck out."

HEARN

**NO MEATS
GROCERIES
LIQUORS**

West Fourteenth St., New York

**BUT EVERYTHING
IN DRY GOODS
AND APPAREL**

chants' Refrigerating Company; representing retail grocery trade, Charles H. Haslop, president, N. Y. Retail Grocers' Association; representing wholesale grocery trade, Sylvan L. Slix, of Seeman Brothers; representing wholesale meat trade, Amos C. Dean, of Swift & Company; representing restaurant associations, James Churchill; representing wholesale baking trade, John F. Hildebrand, president, Shults Bread Company; representing retail baking trade, B. A. Cushman, president, New York Retail Bakers' Association; representing salt fish trade, Charles H. Mattlage, of C. F. Mattlage & Sons; representing fresh fish trade, William H. Cornell, of Atlantic Coast Fisheries Company; representing hotel associations, Thomas D. Green, proprietor of Woodward Hotel; representing dried fruit trade, L. R. Eastman, of Hills Brothers; representing delicatessen dealers, E. Martin Pietzsch, president, New York Delicatessen Association.

ORDER YOUR MOTOR TRUCKS NOW.

"For those business concerns who are contemplating the purchase of motor trucks, placing their orders without further delay is advisable," says C. T. Silver, Metropolitan distributor of the KisselKar. "The prominent place the motor truck now occupies in the industrial world, due to its efficiency in meeting the increased demands made on transportation departments, has doubled and trebled the purchasing of trucks, the extent of which has never before been known or even dreamed of. As the demand is increasing daily with no let-up in sight, there is no doubt that immediate orders should be placed if early deliveries are desirable."

THE EASY MARK PACKER.

The following appeared in The National Provisioner of November 20, 1909, and still holds good:

Said the tubercular hog to the lump-jaw steer:
I class with the guy who "shoves the queer,"
I'm getting the coin under false pretense,
For all the world like running a "fence."
If the city chap were to make such a break,
He'd be hauled into court as a doggone fake.
And the Judge would say: "You're the worst one yet
I've had to send down to Joliet."
Say, old "Lumpy!" the packer must be
What the farmer once was, excepting that he
Is an easier mark than the greenest jay
Whose whisker rat is a bale of hay;
Who e'er would have thought the packer chap
Would be holding the bag for the gold-brick yap?

—T. D.

Do you want a good position? Watch page 48.

WATCH PAGE 48 FOR BUSINESS CHANCES

The Right Motor-

A motor must be MORE than a good motor—it must be carefully selected and applied. Hence, a motor manufacturer must be more than a motor builder—he must be A STUDENT OF APPLICATIONS.

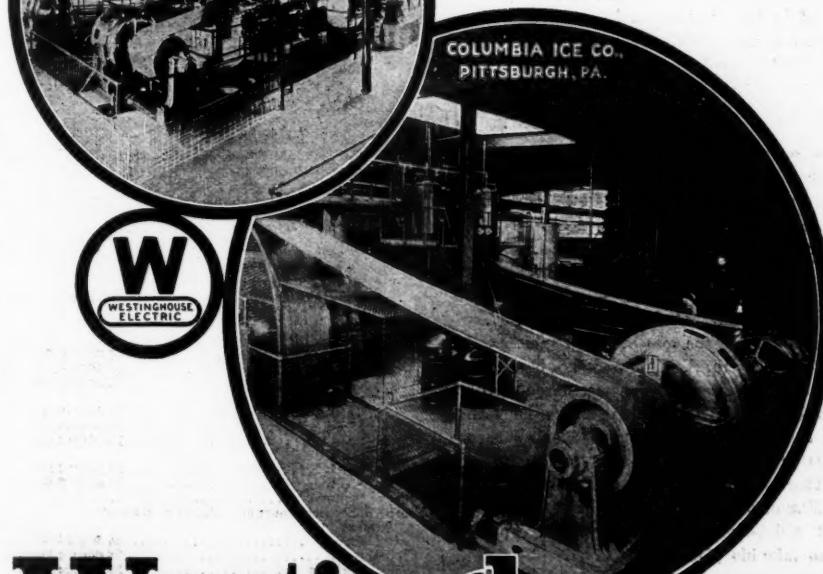
Of the many types and sizes of Westinghouse Motors, there are several which

are BEST SUITED for driving refrigerating and ice-making machinery. These motors were designed and adapted to this service after a careful study of refrigerating machinery showed us the requirements of that service.

Westinghouse IS PREPARED with a corps of design specialists and application engineers who are at your service to insure the FULLEST ADVANTAGE from electric drive.

The first cost of Westinghouse Motor Drive is less, maintenance lower and reliability greater than steam drive.

Westinghouse Electric & Manufacturing Co.
East Pittsburgh, Pa.



Westinghouse

December 22, 1917

NEW YORK MARKET PRICES

LIVE CATTLE.

| | |
|-------------------------------------|--------------|
| Steers, common to fairly prime..... | \$6.25@12.85 |
| Oxen..... | —@— |
| Bulls..... | 6.50@ 8.50 |
| Cows..... | 4.75@ 8.50 |

LIVE CALVES.

| | |
|-------------------------------------|-------------|
| Live veals, common to prime..... | 14.00@17.50 |
| Live calves, yearlings..... | @ 8.00 |
| Live calves, Western..... | @11.50 |
| Live calves, culs, per 100 lbs..... | 11.00@13.00 |
| Live calves, grassers..... | 9.00@ 9.50 |

LIVE SHEEP AND LAMBS.

| | |
|-----------------------------------|-------------|
| Live lambs..... | 18.50@19.50 |
| Live lambs, culs..... | —@— |
| Live sheep, common to choice..... | 8.50@11.50 |
| Live sheep, ewes..... | —@— |
| Live sheep, culs..... | —@— |

LIVE HOGS.

| | |
|--------------------|--------|
| Hogs, heavy..... | @17.15 |
| Hogs, medium..... | @17.15 |
| Hogs, 140 lbs..... | @17.15 |
| Pigs..... | @16.15 |
| Roughs..... | @16.00 |

DRESSED BEEF.

CITY DRESSED.

| | |
|-----------------------------|----------------|
| Choice native heavy..... | 21 @23 |
| Choice native, light..... | 20 @22 |
| Native, common to fair..... | 18 1/2 @19 1/2 |

WESTERN DRESSED BEEF.

| | |
|-----------------------------|----------------|
| Choice native heavy..... | 21 @22 |
| Choice native light..... | 20 @21 |
| Native, common to fair..... | 17 @19 |
| Choice Western, heavy..... | 18 @19 |
| Choice Western, light..... | 15 1/2 @16 1/2 |
| Common to fair Texas..... | 15 @16 |
| Good to choice heifers..... | 19 @20 |
| Common to fair heifers..... | 16 @17 |
| Choice cows..... | 15 1/2 @16 |
| Common to fair cows..... | 14 1/2 @15 |
| Fresh Bologna bulls..... | 13 1/2 @14 1/2 |

BEEF CUTS.

| | |
|---------------------------|------------|
| Western..... | City. |
| No. 1 ribs..... | 28 @30 |
| No. 2 ribs..... | 20 @23 |
| No. 3 ribs..... | 17 @18 |
| No. 1 loins..... | 28 @30 |
| No. 2 loins..... | 20 @23 |
| No. 3 loins..... | 17 @18 |
| No. 1 hinds and ribs..... | 24 @27 |
| No. 2 hinds and ribs..... | 20 @23 |
| No. 3 hinds and ribs..... | 16 @19 1/2 |
| No. 1 rounds..... | 18 1/2 @19 |
| No. 2 rounds..... | 17 1/2 @18 |
| No. 3 rounds..... | 16 @17 1/2 |
| No. 1 chuck..... | 21 @18 |
| No. 2 chuck..... | 17 @19 |
| No. 3 chuck..... | 16 @18 |

DRESSED CALVES.

| | |
|---|--|
| Veals, city dressed, good to prime, per lb..... | |
| Veals, country dressed, per lb..... | |
| Western calves, choice..... | |
| Western calves, fair to good..... | |
| Grassers and buttermilks..... | |

DRESSED HOGS.

| | |
|--------------------|------|
| Hogs, heavy..... | @23% |
| Hogs, 180 lbs..... | @23% |
| Hogs, 160 lbs..... | @24% |
| Hogs, 140 lbs..... | @24% |
| Hogs..... | @23 |

DRESSED SHEEP AND LAMBS.

| | |
|----------------------------|------------|
| Spring lambs, choice..... | @24 |
| Lambs, choice..... | —@— |
| Lambs, good..... | @23 |
| Lambs, medium to good..... | @21 1/2 |
| Sheep, choice..... | 18 @19 |
| Sheep, medium to good..... | 17 @18 |
| Sheep, culs..... | 16 @17 1/2 |

PROVISIONS.

| | |
|-------------------------------------|--------|
| (Jabbing Trade.) | |
| Smoked hams, 10 lbs. avg..... | @31 |
| Smoked hams, 12 to 14 lbs. avg..... | 30 |
| Smoked hams, 14 to 16 lbs. avg..... | 29 1/2 |
| Smoked picnics, light..... | 28 |
| Smoked picnics, heavy..... | 25 1/2 |
| Smoked shoulders..... | 25 |
| Smoked beef tongue, per lb..... | 25 |
| Smoked bacon (rib in)..... | 36 |
| Dried beef sets..... | 32 |
| Pickled herring, heavy..... | 31 |

FRESH PORK CUTS.

| | |
|--------------------------------|--------|
| Fresh pork loins, city..... | @31 |
| Fresh pork loins, Western..... | 25 @26 |
| Frozen pork loins..... | 22 @26 |
| Fresh pork tenderloins..... | 62 |
| Frozen pork tenderloins..... | 23 @31 |
| Shoulders, city..... | 28 |

Shoulders, Western.....

| | |
|--------------------------|-----|
| Shoulders, Western..... | @26 |
| Butts, regular..... | @27 |
| Butts, boneless..... | @31 |
| Fresh hams, city..... | @30 |
| Fresh hams, Western..... | @27 |
| Fresh picnic hams..... | @24 |

BONES, HOOFS AND HORNS.

| | |
|---|---------------|
| Round shin bones, avg. 48 to 50 lbs. per 100 lbs. | 75.00@77.50 |
| Flat shin bones, avg. 40 to 45 lbs. per 100 lbs. | 65.00@67.50 |
| Black hoofs, per ton..... | 75.00@85.00 |
| Striped hoofs, per ton..... | 75.00@85.00 |
| White hoofs, per ton..... | 85.00@90.00 |
| Thigh bones, avg. 55 to 60 lbs. per 100 lbs. | @160.00 |
| Horns, avg. 7/8 in. and over, No. 1's..... | 125.00@200.00 |
| Horns, avg. 7/8 in. and over, No. 2's..... | @125.00 |
| Horns, avg. 7/8 in. and over, No. 3's..... | @ 90.00 |

BUTCHERS' SUNDRIES.

| | |
|--------------------------------------|-------------------|
| Fresh steer tongues, L. C. trim'd.18 | @23c. |
| Fresh steer tongues, untrimmed..... | @17c. |
| Fresh cow tongues..... | @16c. |
| Calves' heads, scalded..... | @55c. apiece |
| Sweetbreads, veal..... | @100c. a pair |
| Sweetbreads, beef..... | @35c. a pound |
| Calves' livers..... | @30c. a pound |
| Beef kidneys..... | @15c. a pound |
| Mutton kidneys..... | @20c. a pound |
| Livers, beef..... | @18c. a pound |
| Oxtails..... | @14c. a pound |
| Hearts, beef..... | @12 1/2c. a pound |
| Rolls, beef..... | @21c. a pound |
| Tenderloin, beef, Western..... | @20c. a pound |
| Lamb's fries..... | @12c. a pair |
| Extra lean pork trimmings..... | @24c. a pound |

BUTCHERS' FAT.

| | |
|----------------------------|--------|
| Ordinary shop fat..... | @ 7% |
| Suet, fresh and heavy..... | @13 |
| Shop bones, per cwt..... | 25 @35 |

SAUSAGE CASINGS.

| | |
|---|---------|
| Sheep, imp., wide, per bundle..... | * |
| Sheep, imp., medium wide, per bundle..... | * |
| Sheep, imp., narrow, per bundle..... | * |
| Hog, free of salt, tcs. or bbls., per lb., f. o. b. New York..... | * |
| Hog, extra narrow, selected, per lb..... | @95 |
| Hog middles..... | —@— |
| Hog bungs..... | @25 |
| Beef rounds, domestic, per set, f. o. b. New York..... | @14 |
| Beef rounds, export, per set, f. o. b. New York..... | @20 |
| Beef bungs, piece, f. o. b. New York..... | @14 |
| Beef middles, per set, f. o. b. New York..... | @32 |
| Beef weasands, No. 1s, each..... | @ 8 1/2 |
| Beef weasands, No. 2s, each..... | @ 4 |
| Beef bladders, small, per doz..... | @95 |

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

| | |
|----------------------------|---------------|
| Pepper, Sing., white..... | Whole. 30 1/2 |
| Pepper, Sing., black..... | 25 |
| Pepper, Penang, white..... | 28 1/2 |
| Pepper, red..... | 16 |
| Allspice..... | 7 1/2 |
| Cinnamon..... | 22 |
| Coriander..... | 17 |
| Cloves..... | 55 |
| Ginger..... | 22 |
| Mace..... | 54 |
| | 58 |

CURING MATERIALS.

| | |
|--|---------|
| Refined saltpetre, granulated, bbls..... | @28 |
| Refined saltpetre, crystals, bbls..... | @32 |
| Refined nitrate of soda, gran. f. o. b. N. Y. | @ 6 1/2 |
| Refined nitrate of soda, crystals..... | @ 6% |

GREEN CALFSKINS.

| | |
|------------------------------------|-------|
| No. 1 skins..... | @45 |
| No. 2 skins..... | @30 |
| No. 3 skins..... | @35 |
| Branded skins..... | @35 |
| Ticky skins..... | @43 |
| No. 1 B. M. skins..... | @41 |
| No. 2 B. M. skins..... | @5.75 |
| No. 1, 12 1/2-14 | @5.50 |
| No. 2, 12 1/2-14 | @5.50 |
| No. 1 B. M., 12 1/2-14 | @5.50 |
| No. 2 B. M., 12 1/2-14 | @5.50 |
| No. 1 heavy kips, 18 and over..... | @7.25 |
| No. 2 heavy kips, 18 and over..... | @6.00 |
| Heavy branded kips..... | @4.75 |
| Ticky kips..... | @4.75 |
| Heavy ticky kips..... | @6.00 |

Hereafter calfskins from 9 to 12 lbs. will be paid for by the pound, actual weight.

DRESSED POULTRY.

| | |
|---|----------|
| Barrels—Dry-packed— | TURKEYS. |
| Maryland, young hens and toms, fancy..... | 42 @43 |
| Maryland, poor to good..... | 30 @40 |
| Maryland, old hens..... | 36 @38 |
| Maryland, old toms..... | 34 @35 |

| | |
|---|--------|
| N. Y. State, Penn..... | 40 @43 |
| Virginia, dry-pickled, fancy..... | 38 @40 |
| Virginia, fair to good..... | 33 @37 |
| Western, dry-pickled, young toms, fancy..... | 38 @39 |
| Western, dry-pickled, young hens, fancy..... | 38 @39 |
| Western, dry-pickled, young toms and toms, fancy..... | 38 @39 |
| Ohio and Michigan, scalded, young toms, fancy..... | 38 @39 |
| Ohio and Michigan, scalded, old..... | 35 @36 |
| Barrels—iced— | |
| Western, dry-pickled, spring, selected, large..... | —@— |
| Western, dry-pickled, spring, poor..... | —@— |
| Tennessee, average..... | —@— |

CHICKENS.

Fresh iced, barrels—

| | |
|--|--------|
| Philia. and L. I. fancy broilers, 3 to 4 lbs. to pair..... | 38 @40 |
| Western, dry-pickled, broilers, per lb..... | 29 @29 |
| Virginia, milk-fed, mixed weights, per lb..... | 25 @25 |
| Nearby squab broilers, 2 | |

